THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

1878—FOR 51 YEARS THE CANNED FOODS AUTHORITY—1930

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You can learn about markets from her

WHEN it comes to selling merchandise, this is a woman's world. As soon as a business wakes up to that, sales go forging ahead.

Call it style, call it fashion or fad, or call it whatever you will—the fact is plain that never has the appearance of merchandise been so important as it is today. The force that made Henry Ford give style to his line of cars—the force that made manufacturers of kitchen equipment color their pots and pans—that force in its countless different expressions is a force that we all must heed.

Number 7 of a Series

The story of the American Can Company—of which this is Chapter 7—is a story which will be interesting to everyone connected with the packing of quality canned foods. These advertisements are a regular feature of this magazine. It will be well worth your while to read them.

Canned fruits and vegetables—these, too, must bow to the modern trend. For style is vital if your product is to win anything like its greatest possible sales.

Take a new look at your container—is it modern, is it beautiful, does it catch and hold the eye? Is it rightly designed and brightly lithographed as only experts can? Will it come up to snuff in competition on the dealer's crowded shelf? Will it, in short, actually help to sell your goods?

Because style is so vital now, because it will become more and increasingly more important, the American Can Company has equipped itself with designers who know the ins and outs of style.

They can, perhaps, offer a container that will mean fresh demand for an old established line—one that will do justice to the quality in the can—one that retailers will push more vigorously—a container that will create an irresistible urge to buy.

If you would get the most in sales—get the most out of your containers. A consultation with the American Can Company costs you nothing—and puts you under no obligation at all.

AMERICAN CAN COMPANY

Just Three of **21**

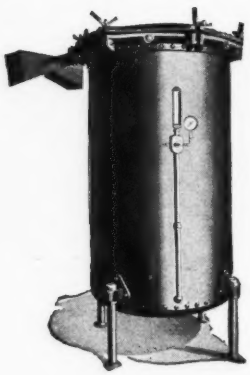
Berlin Chapman Machines

for

The Cook Room

CONTINUOUS COOKERS

Berlin Chapman builds a number of types of Continuous Cookers and has a Continuous Cooker for every problem, both pressure and atmospheric.

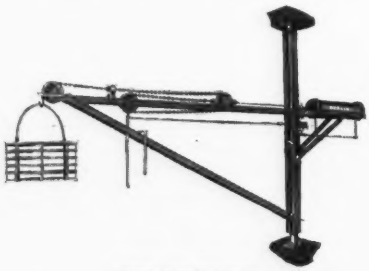


RETORTS

Berlin Chapman Retorts are in over a thousand canning plants.

STANDARD CRATES

Berlin Chapman Plate Bottom Channel Iron Crates have stood the test of years.



STEAM HOIST

A Steam Hoist with a three-way valve.

No matter what your canning problem Berlin Chapman has a machine for it. We furnish either a complete plant or a single machine.

SPECIAL CRATES

A Crate for those canners who want full protection for their cans and are willing to pay for it.

BERLIN CHAPMAN CO., Berlin, Wisconsin

BERLIN CHAPMAN
CANNING MACHINERY
"A Single Unit or A Complete Canning Plant"

AYARS
Latest Model New Perfection PEA and BEAN FILLER

Only Filler on market with slowly revolving Hopper.

Hopper revolves slowly in opposite direction from the way filling pockets revolve insuring absolute uniform fill.

No Can No Fill attachment that works perfectly.

Fills all grades, even small sticky peas without any variation in the fill.

For WHOLE GRAIN CORN and HOMINY as well as Beans.

WHAT USERS SAY

FINGER LAKES CANNING COMPANY
INCORPORATED
Packers of Quality Canned Foods

S. K. FARRAR, Pres. and Gen. Mgr.
H. C. OVENSHIRE, Vice-Pres.
H. M. BROWN, Secy-Treas.

WE SPECIALIZE IN NO. 10 CANS

PENN YAN, N. Y

November 19, 1928

Ayars Machine Company,
Salem, N. J.
Dear Mr. Butcher:

We wish to acknowledge receipt of your letter of the 15th in reference to two New Perfection Pea Filling Machines which we purchased from you during 1928. We were very well pleased with the operation of both of these fillers and found them to be as efficient and as accurate on the fill as any machine we have ever used.

Yours very truly,

FINGER LAKES CANNING CO. INC.

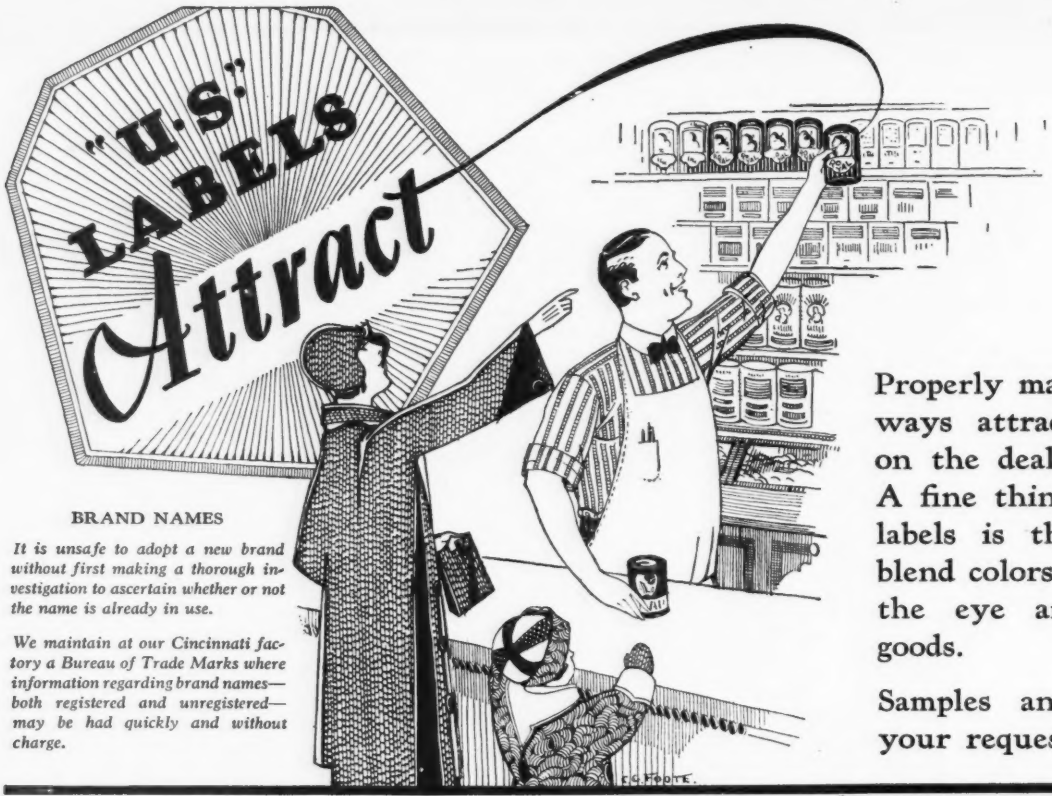
By Stuart K. Farrar

SKF:G

Manufacturers of

Pea and Bean Fillers
Tomato Trimmer, Corer and Scalder
Tomato Washer
Hot Water Exhauster
Cooker
Rotary Syrupers
Corn and Milk Shaker
Liquid Plunger Fillers
Beet Topper
Beet Grader
Beet Splitter
Beet Quarterer
Beet Slicer
Process Clock
Can Sterilizer
Can Cleaner
Angle Hanger
Friction Clutch

AYARS MACHINE COMPANY, Salem, New Jersey



BRAND NAMES

It is unsafe to adopt a new brand without first making a thorough investigation to ascertain whether or not the name is already in use.

We maintain at our Cincinnati factory a Bureau of Trade Marks where information regarding brand names—both registered and unregistered—may be had quickly and without charge.

Properly made labels always attract attention on the dealers' shelves. A fine thing about our labels is the way we blend colors that attract the eye and sell the goods.

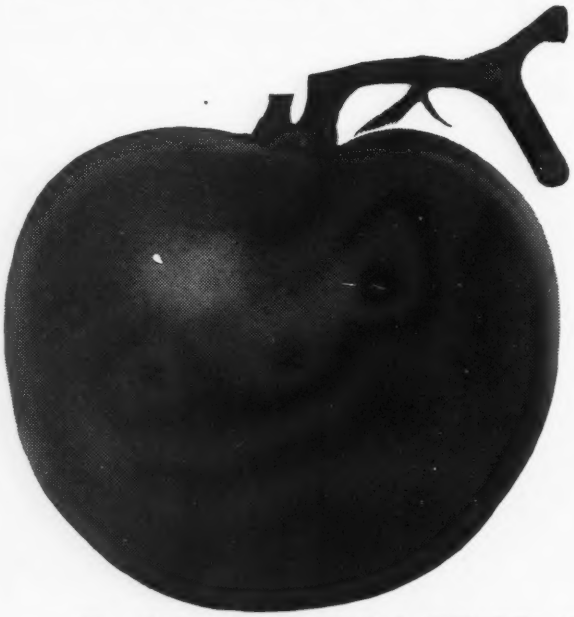
Samples and prices at your request.

THE UNITED STATES PRINTING & LITHOGRAPH CO.

CINCINNATI 55 Beech St. | BROOKLYN, 98 N. 3rd St. | BALTIMORE 439 Cross St.

COLOR PRINTING HEADQUARTERS

Landreth Garden Seeds



Spot or 1930 Crop Seeds

WE OFFER

Peas	Okra	Cabbage	Cucumber
Corn	Tomato	Spinach	Snap Beans
Beet	Squash	Pumpkin	Cauliflower

Dwarf Lima Beans

or Any Other Varieties You May Want

FUTURE OR 1930 CROP SEEDS

When ready to place your Contract order for delivery after 1930 crop is harvested, write us for prices.

If we had not grown good seeds, given fair prices, fair service and careful attention to business, we would not be the oldest Seed House in America, as this is our 146th year in the business.

BUSINESS ESTABLISHED 1784
146 years in the Seed Business

D. LANDRETH SEED COMPANY BRISTOL, PENNSYLVANIA

QUALITY

TINPLATES

FOR —

VALUE
SERVICE
AND
SATISFACTION

ALWAYS —

INSIST UPON HAVING THE

ELYN

BRAND

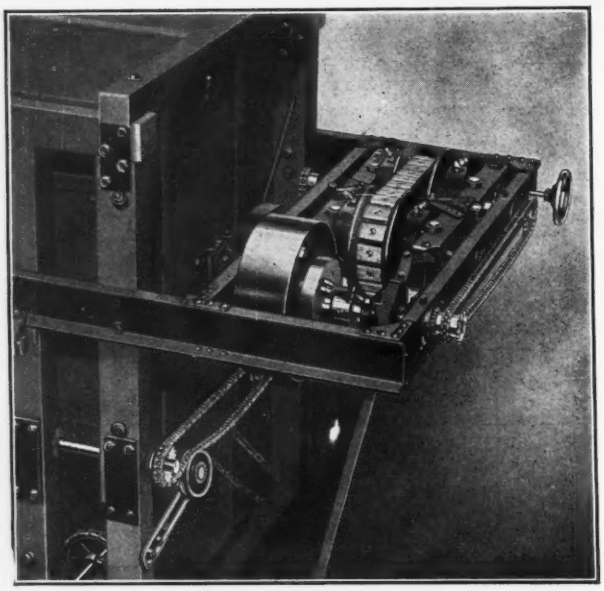
AS MANUFACTURED BY

THE MELINGRIFFITH Co

LIMITED,
CARDIFF
ENGLAND.

PHONE-CARDIFF-514
CABLEGRAM
ELIN - CARDIFF

— CODES —
BENTLEYS
A·B·C· 5TH EDITION



1928 Model Viner

MAXIMUM CAPACITY AT ALL BEATER SPEEDS

CONSTANT speed drive to REEL thru roller chain and live travellers mounted on TIMKEN BEARING SHAFTS.

VARIABLE speed drive to BEATER CYLINDER ONLY

Patented March 15, 1928
(REEVES Transmission)

CHISHOLM-RYDER COMPANY, Inc.
NIAGARA FALLS, N. Y.

Green Bean Graders
Green Bean Cleaners
Conveyors

MANUFACTURERS OF
Can Markers
Lift Trucks

Green Pea Viners
Green Pea Feeders
Green Bean Snippers

SPECIAL MACHINERY BUILT TO ORDER.

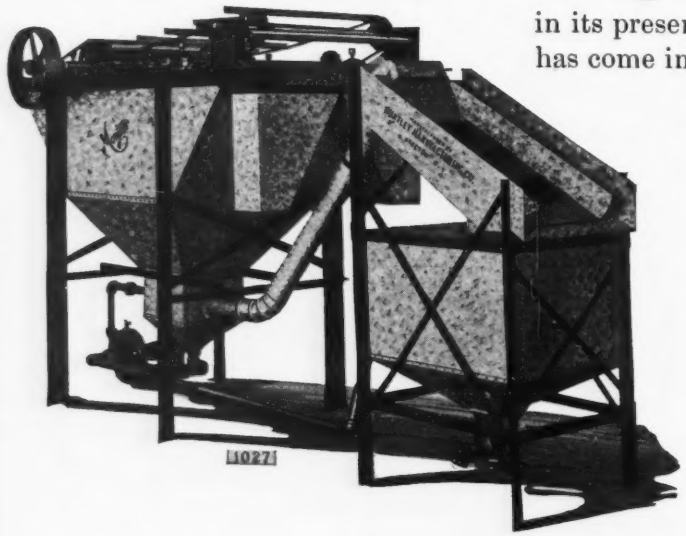
SPECIAL AGENTS

A. K. ROBINS & COMPANY, INC.
Baltimore, Md.

JAMES Q. LEAVITT CO.
Ogden, Utah

BROWN BOGGS FOUNDRY & MCH. CO., Ltd.
Hamilton, Ontario

Entirely Right



in its present form. The MONITOR Universal Washer has come into its own. Many Pea Packers have learned by experience that they never used a real Washer until they had used the Universal.

It surely does get all the floating refuse—all the stones and all the splits and skins and its consumption of water is remarkably small.

Once more, we impress you with the knowledge that unless you wash with the Universal, you do not wash as you might.

Canadian Plant
HUNTLEY MFG. CO., Ltd.
Tillsonburg, Ont.

HUNTLEY MFG. CO.
P. O. Drawer 25 BROCTON, N. Y.
(Formerly at SILVER CREEK, N. Y.)

SPECIAL AGENTS
A. K. Robins & Co., Inc., Balto., Md.
King Sales & Engineering Co.
75 Fremont St.
San Francisco, Cal.
Brown Boggs Ltd., Hamilton, Ont.
Cannon Supply Company
Salt Lake City, Utah

"Once Upon A Time"

canned foods were looked upon with suspicion. Today the most delicious foods are delivered to the table via the can opener.

Wyandotte
Cleans Clean
SANITARY CLEANER AND CLEANSER

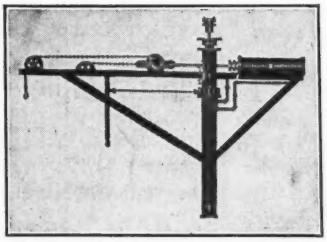
has played its part in helping the canner to protect his delicious product by establishing a standard of sweet, wholesome, sanitary cleanliness which definitely insures against preventable causes of deterioration and spoilage of canned foods.

Ask your supply man for
"WYANDOTTE"

The J. B. Ford Co., Sole Mfrs.
Wyandotte, Michigan

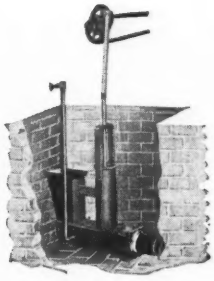
Robins Dependable Canning Machinery Since 1855

Robins Pumpkin Steamer
Write for Special Circular

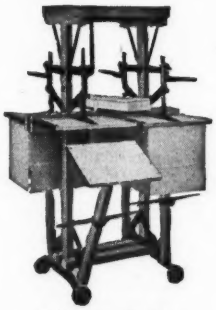


Robins Circle Steam Hoist

Enamel Buckets
Plain or Numbered



Robins Skin Pump



McStay Robins Lightning Box Sealer

A. K. ROBINS & COMPANY, INC.

ROBERT A. SINDALL, President *HARRY R. STANSBURY, Vice-President*

Lombard and Concord Sts., Baltimore, Md.

Manufacturers of

CANNING MACHINERY AND SUPPLIES

WE FURNISH COMPLETE PLANTS FOR VEGETABLES, FRUITS, SEA FOODS, ETC.

Write for Our Three-Hundred and Thirty-five Page Catalog

PARTNERS ALL!

Each With a Personal Interest in Your Success

MORE than 5000 employees of Continental, from the office boys to the president, are partners in the business—voluntary stockholders because they believe in Continental. They proved it when five stock issues to employees were far over-subscribed.

As partners, they have a deeper interest and pride in the company's success; they have the will and experience to produce the utmost in quality products and render unusual service.

Whether the request be for service—a matter of credit, traffic, some research or development problem, an order for cans, or what else, it will receive prompt attention by one of the partners. From the Atlantic to the Pacific, "The Continental Idea" of Quality and Service guides the whole organization.

1905 • CONTINENTAL'S SILVER ANNIVERSARY • 1930

CONTINENTAL CAN COMPANY, INC.

Executive Offices:

NEW YORK: 100 East 42nd Street CHICAGO: 111 West Washington Street

SAN FRANCISCO: 155 Montgomery Street

"It's Better Packed in Tin"

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES
Established 1878

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its fifty-second year.

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Upon application.

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BY
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ARTHUR I. JUDGE
MANAGER AND EDITOR

107 SOUTH FREDERICK STREET
BALTIMORE, MD.

Telephone Plaza 2698

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Address all communications to THE CANNING TRADE, Baltimore, Md.

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored.

ARTHUR I. JUDGE,
EDITOR.

Vol. 52 BALTIMORE, MARCH 24, 1930 No. 32

EDITORIALS

YOUR RADIO PARTY—The great radio broadcast, now being put on under the auspices of the National Canners Association, every Monday, Tuesday, Wednesday and Thursday, is not merely an effort of that Association or of any set of men, but is YOUR party, and you should feel the same interest in it as if this broadcast were advertising your brands and your goods. For, as a matter of fact, it is doing just that. And your friends and neighbors will wonder if you show no interest and take no part in it. If you were putting on this broadcast, you would be busy telling everybody to listen in, in forming social parties of ladies and others to hear the programs, and you would do everything you personally could to make the effort as great a success as possible. And you would have special displays of your goods at your factory or office and in the most prominent food shop in your locality, with attractive demonstrators to open and explain the goods and to allow every visitor to taste the deliciousness of them. First of all, you would set about to convert your nearby neighbors to the fact that such goods are made right there in their midst; that canned foods of the high quality and value spoken of in the radio announcement are made right here at home, possibly from the very crops that some of them raise and sell to the cannery. And you would add here a hearty invitation to them to visit your factory during its busy season and see for themselves how you can them, and what spotless cleanliness and great care are exercised in their production. If every local canner could convert the people of his immediate vicinity, explaining in simple terms the simplicity and absolute purity of the canning methods, it would do more to stamp out the superstition now held against canned foods than anything else, and do more real good towards increasing the consumption of canned foods than any other single effort could possibly produce. For the truth is that the people at home, and even the workers in your own factories, do not have confidence in the goods, because most of them—even those who work in the factories, and even some canners themselves—do not understand canned foods. It is a fact that lots of canners have in the back of their heads a lurking doubt as to the safety of canned foods; not of the goods they may be producing at their own plants, but about other items of canned foods. The vegetable or fruit canner distrusts canned fish, and the fish canner may distrust canned meats, and so on. And yet the principle in the canning of all food products is the same, and if the work is done properly—if the cans before opening are sound and the food in them "sweet," one is just as safe to eat as the other, and varies in wholesomeness only as the foods naturally vary.

It would be a crime if the entire industry did not fully grasp this opportunity to spread knowledge of canned foods, and help lay forever the foolish superstitions that exist about canned foods. And make no mistake there is a perfectly tremendous amount of this superstition. The people of the world have not that complete confidence in canned foods that they would have if they understood them; they do not use canned foods with that confidence that they do so-called fresh foods, and the only reason they do not is because they do not understand them. We foresee the day when the world will use canned foods to the almost total exclusion of any other kind, merely for the reason that the cooking, in the sealed containers, makes absolutely certain their purity. No other method of handling foods can assure that. Canned foods are the purest foods because they have been subjected to the same treatment as the surgeon gives his instruments before using—cooking or boiling to remove any possible contamination. And having been thus purified, they are kept pure by means of the hermetically sealed tin in which they are packed until ready for use. And they must remain pure after being cooked for that reason. Canned food is purified food.

Think about this for a moment, and first convince yourself, and then go out and help spread the knowledge, and by all means tie up with this great, and expensive, radio advertising campaign.

The first three days of the broadcast has resulted in the receipt of over 5,000 letters, telegrams and long distance phone calls, all of them of a complimentary nature, and thanking the Association for the interesting information. It is "going over" great!

WE APOLOGIZE—This comes from our good friend, E. S. Thorne, of the Geneva Preserving Company, Geneva, N. Y., and we offer it in this way as restitution:

Dear Mr. Judge:

I have just been reading the account of the recent Canners' Field Men's School held in our city and I am sorry to note that you do not give our town the credit of having a Seneca Hotel at which a banquet can be served. I realize that you are more familiar with the Rochester hostelry, and probably inasmuch as John Street is a Rochester resident, you assumed that he gave his banquet there. As a matter of fact, it was given in the Seneca Hotel of Geneva. This hotel is surely entitled to its name, as it stands on the bank of Seneca Lake. It has a wide reputation for serving delicious Seneca Lake Trout. If you will head your automobile this way during the coming summer, I shall be glad to introduce you to this delectable fish as served at the Seneca, and I am sure you will enjoy the drives along the Finger Lakes.

Sincerely yours,

E. S. THORNE.

And we are pleased to be able to give our readers some of the Canners' School courses we spoke of recently. The response was immediate, because it was realized that the canners, everywhere, would welcome this important information. And there are others to come. The wise canner will carefully preserve these "lectures" so that he will have them to refer to whenever the need arises. That is the secret: to be able to put your hands on the answer to any problem when it arises.

THE TARIFF MUDDLE—All reports up to date seem to assure the canners the full protection they urged in the about-to-be-enacted new tariff law. After the passage of the tariff bill it will be interesting to note, and check up carefully, the effect upon the importation of Italian tomatoes, to see that the really huge amounts brought into this country the past year are reduced as expected. During the past year Italy exported about 5,000,000 cases of tomatoes and tomato products, about half of which came to this country. This is a very nice export business. Think what it would mean to the industry in this country if we had a proportionate export business! If we had a waiting market abroad for about one-half of all the packs of all articles produced by our industry, we would never have any trouble with the profit side of our ledgers, and as a matter of fact our foreign friends would be benefited through the use of this improved food.

As it is, every line of manufacture in this country needs an export business of this kind; needs it if we are to retain our prosperity at its old level. Our production capacity in general is reckoned at 20 per cent above our consumer ability, and the only answer is sales abroad. But the imposition of high tariffs to protect ourselves, necessary as we know they are in many instances, are precisely the thing to keep us out of those world markets, and make it almost if not entirely impossible to develop this needed foreign outlet for our surpluses. In other words, if we exclude their goods through high tariffs, they will not feel inclined to accept our goods. It is a nice paradox.

CANNING ITEMS

Cranberry Canners to Merge—Plans which have been under way for some time to merge the three large cranberry packers, The Ocean Spray Preserving Company, S. Hanson, Mass.; Makepiece Preserving Company, of Wareham, N. J., and Enoch F. Bills Company, of Bordentown, N. J., have virtually been completed.

The merger will involve property valued at $10,000,000, which includes 6,000 acres of cranberry producing lands in Massachusetts and New Jersey. The pack of the three companies will produce approximately 500,000 cases, valued at $2,500,000. Marcus L. Urann, president of The Ocean Spray Preserving Company, will head the new company.

Beech-Nut Elects—At Canajoharie, N. Y., the Beech-Nut Packing Company, at its annual meeting, elected the following officers: President, Bartlett Arkell; vice-presidents, F. E. Barbour, J. S. Ellithorp, W. C. Arkell; treasurer, J. S. Ellithorp; assistant treasurer, E. W. Shineman; assistant secretary, G. W. Sharpe; directors, Bartlett Arkell, F. E. Barbour, J. S: Ellithorp, W. C. Arkell, E. W. Shineman, J. E. Ellithorp, Jr.

Another Cannery Added—The Pacific American Fisheries, one of the largest salmon canning concerns in the world, if not actually the largest, has taken over the plant of the Eme Packing Company, at Valdez, Alaska.

Studying South America's Markets—Charles Cottrell, of Marysville, Cal., sailed from San Francisco recently for South and Central America to study markets for California fruits. While away he will confer with business men on plans for the Pan-American Reciprocal Trade Conference to be held at Sacramento, Cal., in August.

Visitor—George A. Borg, secretary of the Northland Canning Company, of Cokato, Minn., was a recent visitor at San Franciso, spending a few days with William Boradori, who represents the Minnesota concern here.

Abandon Salida Plant—Nestles Food Company is considering abandoning its plant at Salida, Cal., and of adding new equipment and otherwise improving the plant at Ripon, Cal.

Director—George N. Armsby, vice-president of the California Packing Corporation, has been made a director of Transamerica Corporation.

Powdered Milk Plant—The Federal Milk Company is planning the erection of a plant at Sacramento, Cal., for the manufacture of powdered milk and ice cream powder.

W. R. Roach Visits Coast—The San Francisco trade recently enjoyed a visit from W. R. Roach, of W. R. Roach & Co., Grand Rapids, Mich., whose "Hart" brand of canned products is so well known. Louis F. Snow & Co., of this city, are distributors of the "Hart" line in Northern and Central California, Nevada and the Hawaiian Islands.

—— Too Late To Classify ——

FOR SALE—All Monel Metal Langsenkamp Chili Sauce machine in perfect condition.

Address Box A-1744 care of The Canning Trade.

FOR SALE—One Sheboygan Gear Driven Washer with large water capacity, purchased in 1925.

Fuhremann Canning Co., Appleton, Wis.

F. H. LANGSENKAMP CO.

Indianapolis, Ind.

COPPER STEAM JACKET KETTLES
All Types

PULPERS, FINISHERS
KOOK-MORE-KOILS

Special C.M.C.
(Clevo Metallic Coating)

The Heat, Acid and Rust Resisting, Silvery Coating

How much insurance should you carry?

The only safeguard against loss by fire is an amount of fire insurance sufficient to reimburse you for the amount you would lose if your plant should burn today.

Every Canner desires this protection. It can be secured through

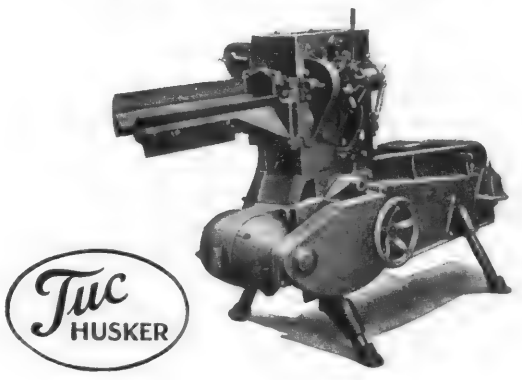
CANNERS EXCHANGE SUBSCRIBERS
at
WARNER INTER-INSURANCE BUREAU

where for twenty years the net cost of insurance has averaged $6.00 per thousand less than the ordinary insurance company premiums.

Write or wire for the additional protection you need.

LANSING B. WARNER Incorp.
155 East Superior Street
Chicago, Illinois

Tuc Husker



Costs no more than other husking equipment required to do the same work.

Feeds like the cutter.

Contains no principles that cause the mashing, streaking, breaking, tearing, crushing, bruising or mutilating of grains or ears.

Debutts *every* ear *automatically,* with scientific accuracy, eliminating the human element, and pays for itself by the saving of corn.

Its husking tumblers have proved to be *indestructible* either by long wear or accident, and require no cooperating mechanism in the speedier handling of greater volumes of corn.

There is *instant accessibility* to every ear during every inch of its travel through ***Tuc* Husker.**

Has *no timed parts* to get out of time and cause mechanical or functional troubles.

Furnished also with self-contained *motor drive,* or with *electrical counter,* or both.

One of the finest designed of all canning machines, ***built and guaranteed by Fay & Scott.***

THE UNITED COMPANY

Continental Trust Building
Baltimore, Maryland

Ohio's Canners School and Conference

Held at Ohio State University, Columbus, Ohio, January 7 to 9, 1930

"Growing 15 to 20 tons of Tomatoes"—"Grading Tomatoes for Canning Factory"—"Ohio's 10 Ton Club"—"Growing Beans for Canning"—"Pickle Production"—"Spinach Culture in Ohio"—and many other studies and discussions.

ADDRESS OF WELCOME

By Dean Alfred Vivian

I AM glad to speak a word of welcome to you upon the occasion of this, the first visit of the Ohio Canners Association to our campus. The College of Agriculture is interested not merely in those who produce foodstuffs on the farm, but in all who handle those products. We are anxious to be of service to your industry, and feel that these few days devoted to a discussion of the problems of your industry should be of value to you and to us. In most cases the most complicated problems of such an industry as yours can best be solved through a joint study made by the college scientists and those working in the industry itself. May I assure you that we are anxious to assist wherever possible and hope that in this series of meetings we may be able to teach you a few things while we are learning much from you.

TOMATOES

"GROWING 15 TO 20 TONS OF TOMATOES PER ACRE"

By *H. D. Brown*, Columbus, O.

THE essential features of this talk are incorporated in the Ohio Tomato Growers' Ten Commandments, which are as follows:

1. *Plant tomatoes on well-drained soil.* Tomato plants are often killed by floods of very short duration. Tomatoes cannot stand "wet feet."

2. *Apply high analysis fertilizer broadcast.* Sandy soils require a 4-12-4 analysis. Light-colored silt loams, clays or clay loams need a 2-14-4 analysis. On dark-colored soils an 0-14-6 is used except on peats and mucks where an 0-12-12 is best. The 0-12-12 gives good results on dark loams also. All of these soils should receive barnyard or green manure. From 500 to 1,200 pounds per acre applied broadcast is the amount to use per acre.

3. *Prepare the soil thoroughly.* Deep fall or early spring plowing and deep working of the soil is needed to meet the requirements of the tomato. Early plowing helps to control tomato foliage diseases. Be sure to completely cover all crop remains.

4. *Use a four-year rotation.* To aid in the prevention and spread of diseases and insects a four-year rotation is adopted. Tomatoes should follow clover, alfalfa, soy beans, sod, peas or beans if possible. Excellent yields of corn or wheat are usually secured when they follow tomatoes in the rotation.

5. *Use 8-inch, stalky, well-rooted, healthy plants.* Stalky plants give best results. The stem should be about the size of a lead pencil and the blossoms should be ready to open. If side branches are developing it is an indication that the plant has been given plenty of growing space in the plant bed. If the foliage is diseased the plants should be discarded.

6. *Set plants in the field before June 5.* May 25 is the average date for the State. Time of setting the plants is so important that plantings made after June 5 are usually failures.

7. *Cultivate, level and shallow.* Since the tomato roots are just beneath the surface of the soil, it is best to practice shallow cultivation. Do not cultivate plants when wet with dew or rain.

8. *Pick ripe.* Tests show that a tomato fruit gains in weight until it is red ripe and that this gain is 95 per cent water.

9. *Build up the soil in the tomato field.* The use of green manuring crops is a highly profitable practice.

10. *Do not allow the tomato plants to become checked when transplanting.* The roots should be set in contact with well-moistened soil (use transplanting machines with water attachment if necessary) and compact the soil firmly around the roots. Do not injure the tops or roots more than necessary. The setting of plants is the main essential difference between tomato culture and the culture of general farm crops. Attention is needed to prevent the growth of the plants from being checked seriously.

DISCUSSION

1. Should the fertilizer be applied in the rows or all broadcast?

We don't know much about hill applications. The tomato roots penetrate all the soil in the surface six or eight inches and broadcast applications have been assumed to be entirely satisfactory. It is, however, quite likely that hill fertilization when properly used will be a valuable supplement to the broadcast applications. Suitable tools for hill fertilization are now on the market. Phosphate and potash fertilizers or fertilizers containing these ingredients should be applied at a depth of 2 to 4 inches. Ntrates may be applied to the surface of the soil and cultivated in.

2. Can you tell by looking at the tomato plant whether or not it needs fertilizer applications?

Not always, but very frequently. Plants not diseased but starving for nitrogen are stunted and have pale green to yellowish foliage (not spotted). Plants starving for phosphorus are stunted but dark green in color. Plants starving for potash are brittle, the lower leaves become spotted and drop off and the fruits frequently do not develop a bright red color. The symptoms of potassium starvation are often confused with leaf spot diseases.

3. Are Southern grown plants safe?

This depends upon their freedom from disease and insect pests. Good plants can be grown in the South and diseased plants can easily be grown in Ohio. It pays to have the tomato plants grown by skilled growers. If this is done the odds are in favor of home-grown plants. Certified plants can be secured from Georgia. If Southern plants are used insist that they be certified. In addition inspect them yourselves. If they are diseased throw them away.

Reference, Purdue Bul. 288.

"GRADING TOMATOES FOR THE CANNING FACTORY"

By *Prof. F. C. Gaylord*, Pudue University, Lafayette, Ind.

CANNING crop tomato investigational work started in Indiana in 1927 with the grading of 3,265 tons. From these grading operations it was found that Indiana canning crop tomatoes were running about 30 per cent No. 1's, 50 per cent 2's and 19 per cent culls. When the facts in regard to the quality of Indiana tomatoes were placed before the canners, ten factories agreed to contract their acreage on the basis of the U. S. grades as interpreted in Indiana in 1927. Special contracts calling for a definite price for No. 1's and No. 2's with no pay for culls were signed between the grower and the canner at these factories.

During the 1928 season, 8,234 tons of tomatoes from 1,103 growers were received. The seasonal average for all tomatoes delivered was 47.19 per cent No. 1's, 47.42 per cent No. 2's and 5.39 per cent culls. In 1927 under similar conditions on the flat rate basis the averages were 30.4 per cent No. 1's, 50.6 per cent No. 2's and 19 per cent culls. A comparison of the results of factories buying on a graded basis in 1927 and 1928 show that they averaged 16.8 per cent more No. 1's with 13.6 per cent less culls in 1928.

The grading system not only increased the percentage of No. 1's and decreased the culls, but also enabled the canner to buy his product more economically. On a graded basis, with a differential for No. 1's and 2's varying from $15.00 for No. 1's and

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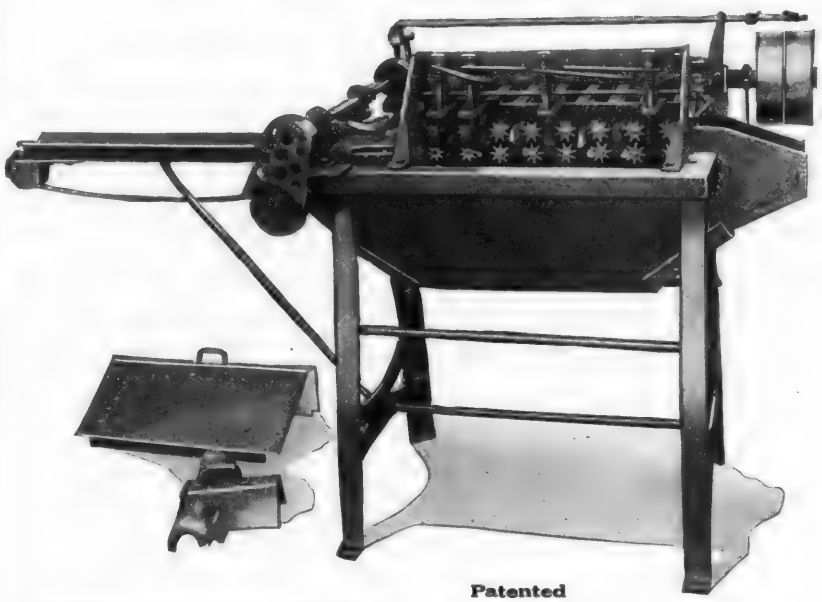

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$10.00 for No. 2's to $18.00 for No. 1's and $10.00 for No. 2's, the costs averaged from $13.07 to $14.31 per ton of usable tomatoes. At the same factories the cost on a flat basis figured on the prevailing price ($12.00 to $14.00 per ton) averaged from $12.57 to $15.06 per ton. In 1927 the cost on a flat rate basis at these same factories averaged from $14.54 to $17.67 per ton of usable tomatoes (culls eliminated in computing cost in both the graded and flat rate basis). The cut in cost in 1928 was due to the elimination of a larger part of cull tomatoes. In 1929, 25,000 tons of tomatoes were graded at twenty different ponts throughout the State.

In comparing the results of the three years 1927, 1928 and 1929, they show that as a result of this system, the growers delivered in 1927 30.4 per cent No. 1's, as compared with 47.19 per cent in 1928 and 51 per cent in 1929. They reduced their culls from 19 per cent in 1927 to 5.39 per cent in 1928 and 3.19 per cent in 1929. In the three years of investigation, two of which were done under actual buying and selling of tomatoes under grade contract, the growers have almost doubled their percentage of No. 1's and practically eliminated the green and rotted tomatoes. At two factories where approximately 2,000 tons of tomatoes were received, the average percentage of culls for the entire season was a little over one-half of 1 per cent.

In co-operation with Dr. John H. MacGillivray, of the Purdue Agricultural Experiment Station, color determinations were made on the No. 1's, 2's and culls as graded in 1929. In every instance the results showed that the best color was obtained in No. 1 tomatoes and the poorest color in the culls. Under commercial investigation, as well as in the laboratory, the percentage of dry matter was highest in the U. S. grade No. 1 grade, and correspondingly lower in the culls which were not accepted. Results secured in 1929 definitely show that not only does grading improve the quality, but likewise increases the quantity of manufactured tomatoes and tomato products that can be secured from a ton of product.

A comparison of the cost of buying on the grade versus the flat rate shows that in 1927 at the factories under investigation, the raw product on a $13.00 flat rate cost $16.05 per ton of usuable tomatoes. On the grade at $10 and $18, tomatoes were worth $10.18, or $13.33 for a full ton. In 1928 the cost of a full ton on the $13 flat rate was $13.74 per ton. On the basis of $10 and $18 the tomatoes as delivered would have cost $13.26 per ton, or $14.01 for a full tone of usable tomatoes. In 1929 the cost of a full ton on a flat rate at $13 was $13.40. On the basis of $10 and $18, it would have cost $13.76 per ton as delivered, or $14.18 for a full ton of usable tomatoes. These figures show that the farmer is getting more money because he is delivering better tomatoes and the canning factory is buying its tomatoes cheaper than it did on the old flat-rate basis.

Canners interested in the grading method of buying and selling tomatoes may secure more complete information from the Purdue Agricultural Experiment Station, Lafayette, Ind. Purdue Agricultural Experiment Station Bulletin No. 317, "Grading Tomatoes for Quality," and No. 326, "Buying Tomatoes on Grade—1928," are available. The results of the 1929 investigations have been summarized and will be published by the Purdue Agricultural Experiment Station in the very near future. Copies of this can likewise be secured upon request, when published.

"THE OHIO TEN-TON TOMATO CLUB"

By *E. R. Lancashire*, Columbus, Ohio.

TOMATO IMPROVEMENT PROJECT FOR THE CANNING CROP

Object—To improve the quality and raise the average yield per acre of tomatoes grown for the canning crop of Ohio.

Goal—To produce 10 tons or more per acre on plantings of two or more acres.

Method—Each co-operator will enter two or more acres planted to tomatoes. This should be done on or before the late tomatoes are planted. Each co-operator will keep a record of the two or more acres on blanks furnished by the Extension Service of the Ohio State University. All the tomatoes grown by any one co-operator must be entered.

Calculating Yields—The County Agent will appoint three judges, who will measure the acreage of each co-operator. The total tonnage produced will be obtained from the records of the canning factory. The total tonnage divided by the number of acres will determine the yield per acre. In measuring a field of tomatoes, it is suggested that such measurements begin at the edges of the vines around the field.

Note—The cultural practices suggested by the Vegetable Gardening Extension specialists of the Ohio State University for the production of high yields are listed on the attached sheet.

PREMIUMS OFFERED BY THE OHIO STATE CANNERS ASSOCIATION

At a recent meetng of the Ohio State Canners' Association it was voted to offer three prizes for the highest yields made by any co-operator of the Tomato Improvement Project who produces tomatoes for an active member of the Association. All such co-operators in the State will compete for these prizes.

Frst Prize—$150.00 gold watch engraved with winner's name and record.

Second Prize—$50.00 cash.

Third Prize—$25.00 cash.

A cash bonus of 50 cents per ton for 10-ton yields, and a cash bonus of $1.00 per ton for 15-ton yields or better was approved by the Association. This cash bonus is to be arranged by the local canner and the co-operator.

The Association voted also to provide medals for each co-operator who is under contract with one of its members and who reaches the goal set by the project. Bronze medals will be awarded for 10-ton yields; silver medals for 15-ton yields, and gold medals for 20-ton yields. These medals will be suitably engraved with the name and record of the co-operator.

"GROWING KRAUT CABBAGE"

By *E. R. Lancashire*, Columbus, O.

SOIL Preference—Cabbage will grow on all soil types, but best results for the kraut cabbage are obtained on soils which are well drained, fertile and well supplied with organic matter. The soil should be neutral because cabbage responds to lime and because the cabbage club root disease can be controlled by adding enough lime to make the soil neutral.

Questions—On what kind of soil is the kraut cabbage crop of Ohio produced? Answer: Sands, sandy loam, clay and muck. (2) Which of these soils is most satisfactory? It depends upon the season. In wet weather, excellent yields can be produced on sandy soils. In a dry season, the heavier soil types are more satisfactory.

Soil Preparation—Soil preparation should be made with the idea of conserving all moisture possible. Organic matter plowed under should be thoroughly distributed throughout the surface soil. Weeds should be kept under control by harrowing at intervals until the cabbage is planted.

Manure and Fertilizer—Apply manure before January 1. Use green manure crop whereever possible. Use from 800 to 1,200 pounds of a 4-12-4 on all but muck soils, where a 3-9-18 is suggested. If barnyard manure and green manure are not used, the maximum amount of fertilizer suggested will be needed. Apply the fertilizer broadcast. Two side dressings with 30 to 50 pounds of available nitrogen is advised. The first one is put on three weeks after plants are set in the field and the second one about two weeks later.

Questions: Can you apply lime and fertilizer at the same time? Answer: The lime should be put on as far in advance of the fertilizer as possible so as to minimize the danger of chemical reaction between the lime and the commercial fertilizer. (2) What is super-phosphate? Super-phosphate is a product obtained by treating rock phosphate with sulphuric acid which makes the phosphate available in amount of 16 per cent or more. (3) Is rock phosphate better than super-phosphate for cabbage? No; the super-phosphate is best. (4) How deep should fertilizer be drilled? Two to four inches deep because the root system of the cabbage is mostly developed at this depth.

Plant Growing—Cabbage plants should be produced in four to six weeks' time. One-fourth to one-half pound of seed per acre is planted in rows six to eight inches apart with about 20 seeds to the foot of the row. Plant selection at transplanting time is very important. A three-year experiment with Danish cabbage at the Pennsylvania Experiment Station increased the yield eight tons per acre by selecting sturdy rather than spindling plants. In this experiment all the well-rooted stalky plants were planted in one plot and all the other plants in another. All small plants with poor roots should be discarded at transplanting time. Prepare seed bed well in advance. Allow it to settle at least two weeks before seed is sown. Then scrape the surface with a rake or weeder to a depth of one inch or less. The seed will germinate readily and the drill will not sink too deep in such a seed bed. Sow seed three-fourths of an inch deep. Cabbage plants for a late crop can be grown in the open. Seed is sown five weeks before plants are set in the field.

Questions: Can cabbage plants be started in the open soil in Northern Ohio? Answer: Yes. (2) Can you produce plants in five weeks in Northern Ohio? Yes. (3) Can you seed cabbage directly in the open ground in its permanent location? Yes. (4) How much seed per acre is used by this method? Three-

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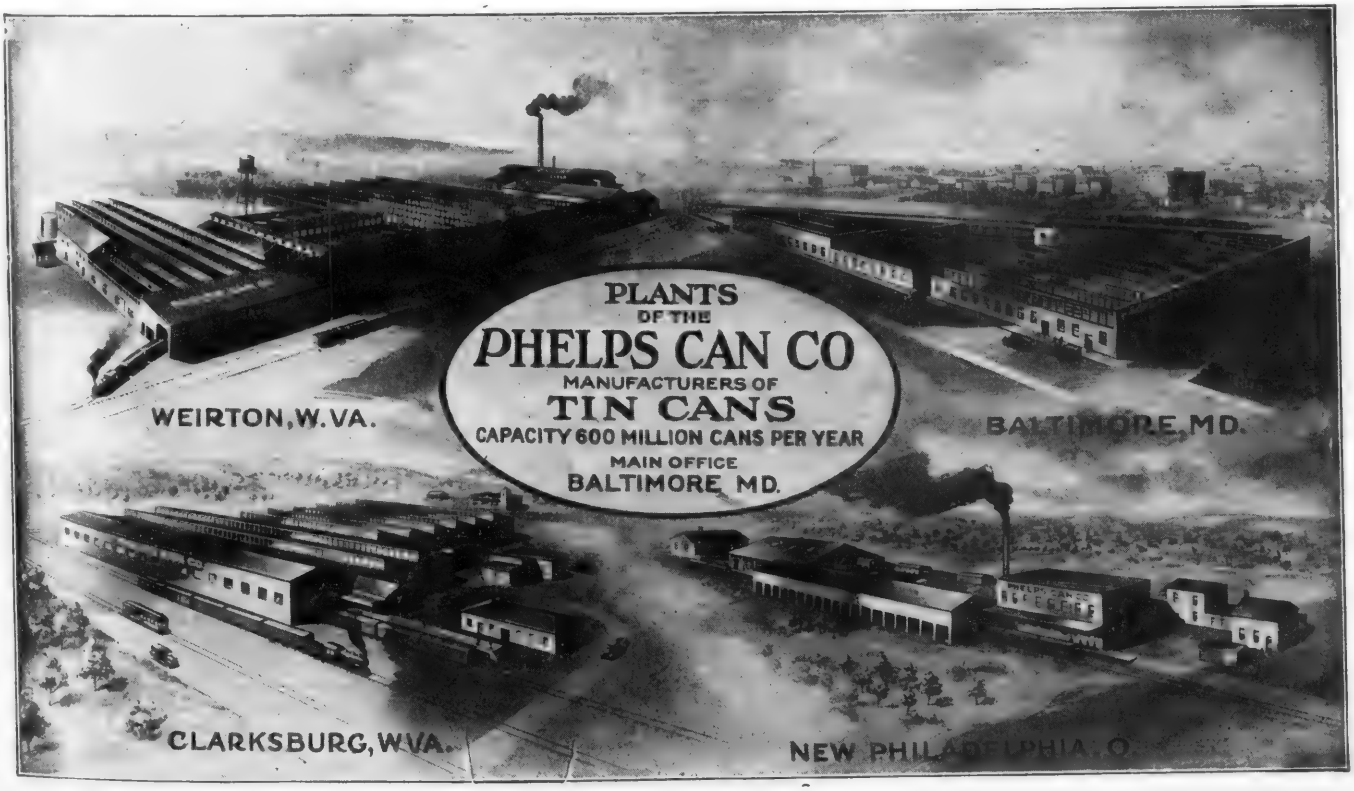

fourths of a pound. (5) Do you have trouble with cabbage maggot when this system is used? Not in our particular section. (6) How do you remove excess plants? By blocking out with a hoe.

Seed and Variety—The following varieties for kraut cabbage in Ohio are used. All of them are wilt resistant. All Seasons, Marion Market, Globe and Allhead Select. Strain tests with cabbage seed show 40 per cent to 100 per cent increase in yields among the several strains tested in a given variety.

Questions: Where is cabbage seed for kraut obtained? Through the Association.

Planting—Plants should be watered well before they are removed from the seed bed. Maximum yields are obtained when the plants are set eighteen inches apart in rows thirty inches apart. Machine transplanters do better work than is usually done by hand.

Cultivation—Only very shallow cultivation should be given after the plants obtain considerable size. Many of the roots of the cabbage are within two inches of the surface of the soil and these run almost horizontally. Before the plant is half grown the roots cross in the center between the rows and if a deep cultivation is given, more harm than good may be done. Cultivate often enough to keep down the weeds and to prevent the soil from crusting and cracking. Cease cultivation when it is impossible to do the job without injuring the plants.

Questions: What type of cultivator is best for kraut cabbage? If the ground is well prepared any light cultivator that will stir the soil an inch or two deep is best for all cultivation purposes. When plants are small any of the ordinary shovel cultivators can be used, but as the roots begin to run, it is best to use the "Sweep" type of cultivator blade in place of the shovel type.

"PEA PRODUCTION"

By *Earl Tussing*, Columbus, O.

SEED—Care must be taken in selecting seed. The pea is self fertilized, but the type is unstable. There is a tendency for strains to break up or produce off-type plants. This tendency varies in different varieties and in different strains of the same variety. The difficulty with which purity and uniformity are maintained is one of the reasons for high-priced pea seed.

Rate of Seeding—Experimental data shows that the proper rate of seeding is 4 to 5 bushels per acres, provided that the seed has high germinating qualities. If the percentage of germination is low, it is necessary to increase the seeding to insure a good stand.

Inoculation of Seed—Many negative results of nodule formation have been reported when pea seed was inoculated with nitrogen-fixing bacteria (Bacillus radicicola). Some detrimental factors reported are, sowing fertilizer through the same sprouts with the peas, improper inoculation, treating with organic mercury compounds, high soil acidity, etc. Correction of all of these causes sometimes does not give proper nodule formation.

Later work has shown that best nodule growth is obtained in soils high in organic matter. The soils used had a pH range of 5.8 to 6.7. Soil acidity within these limits had little effect on yield if other factors were equal. The more acid areas often contained the more organic matter and produced the better plant and yield of peas. Organic matter is an important factor.

Grading Pea Seed for Size—In planting seed of different sizes the drill delivered more equally the weight of seed sown instead of equal numbers of seed. Under such conditions there is no advantage in grading.

Fertilizer—For standard analysis fertilizer, a 4-12-4 is recommended on sandy soils and a 2-14-4 on dark colored soil. Fertilizer should be broadcast before the seed is sown. Fertilizer drilled with the seed injures the germination. High mean temperatures during growth results in a lower weight of the plant and consequently the weight and number of pods per plant. To insure a reasonable spread in maturity, plant early, mid-season, and late varieties in succession instead of using the same variety.

Effect on Quality of Delayed Harvesting—The quality of peas deteriorates rapidly if not harvested as soon as the pods are fairly well filled. High quality is closely associated with high sugar and low starch content of the pea seed. Growth and maturing processes result in a rapid decrease in sugar and increases in starch. It is a general belief that peas harvested in hot weather are of poorer quality than those harvested in cool weather. The weather does not affect the quality, but growth is more rapid in hot weather and timely harvests more difficult. Late plantings should be avoided because of the harmful effect on yields and because of the increased difficulty of timely harvest under high temperatures.

"GROWING BEANS FOR CANNING PURPOSES"

By *L. M. Montgomery*, Columbus, O.

BEANS are becoming increasingly important as canning crops in Ohio, especially snap kidneys and limas.

While beans may succeed better than other crops upon poor soils, the rather prevalent impression that they may be most profitably grown on such soils is undoubtedly erroneous. The best soils for beans are of the medium type, well-drained sandy loams, silt loams or even medium clay loams.

Beans should find a rather definite place in crop rotations. In general farming corn (either field or sweet), beans, wheat, clover constitute an excellent ration. If desired potatoes may precede the corn in the rotation.

Fall or early spring plowing is largely advised unless a soiling crop is being grown over winter, in which case plowing may be slightly delayed.

The obect is to procure a well-compacted seed bed with an abundant storage of moisture.

Profitable bean culture involves the intelligent use of fertilizers. While organic matter is important and animal manures show increased yields, the greatest profit will usually come from applications of mineral fertilizers.

Manure, if used, should be applied and turned under in the fall.

Chemical nitrogen in considerable amounts is likely to induce vine growth at the expense of pod and seed formation.

Phosphorus is ordinarily to be considered the most important chemical fertilizer, because it is most conducive to pod formation and the soil is likely to be most deficient in that element.

Five hundred pounds of 20 per cent superphosphate may under average conditions produce most profitable results.

Where manure or soiling crops are not available for the bean crop an application of 800 pounds of a 2-14-4 mixture in advance, or at the time of drilling the beans, will be found advantageous.

It is important not to allow seed to come in direct contact with the fertilizer.

The most highly recommended varieties are Green Stringless Refuge and New or Improved Kidney Wax, for snaps; Michigan Robust and Wells' Red Kidney for dry beans, and Henderson Bush for the lima.

Drilling the seed is preferred to hilling. The rate varies with the variety and seasonal conditions.

From one to one and one-half bushels of seed per acre should be used for good soils under favorable climatic conditions.

Wood control is the dominant purpose of bean cultivation, hence the aim should be to so handle the soil as to obviate wood growth.

Beans should not be cultivated until well up, and then fairly deeply. Later cultivations should be level and shallow. Never cultivate when wet.

"PICKLE PRODUCTION"

By *Earl Tussing*, Columbus, O.

OF the crops grown in Ohio for canning purposes, the pickle crop is the most difficult one to grow. It is very exacting in its cultural requirements, and is attacked by insects and diseases which, if not controlled, will result in a crop failure.

The pickle plant demands a well-drained soil, but the soil must be retentive of moisture. Soils should be well supplied with organic matter. Rotations should be arranged so that the crop follows a green manure crop, preferably a legume. Organic matter should be well incorporated in the soil; deep tillage tools will accomplish this. The soil is worked as soon as it is plowed, and continuously worked until seeding, which will control woods. Soils that will grow red clover a pH of 6.00, are satisfactory for pickles.

Manure is a very valuable fertilizer for pickles and adds organic matter. At the Washington county sub-station 16 tons of manure gave larger yields than any of the chemical fertilizers used. If manure is available, these experiments show that it should be used at the rate of 16 tons to the acre supplemented with 160 pounds of nitrate of soda or its equivalent. When only small amounts of manure are available, they can be best utilized by applying in the rows or hills.

When no manure is available, good results can be obtained with chemical fertilizers, supplied by using 4-12-4 on light soils and 2-14-4 on dark soils, increasing the potash to 12 per cent for muck. These fertilizers are supplemented with side dressing of at least 75 pounds available nitrogen. Nubbins indicate a lack of nitrogen.

Maximum yields come from early seeding. Seed as soon as danger of frost is over. Seedlings made May 15-20 should be ready the middle to the last of July. Frequent shallow cultivations should be made to control weeds.

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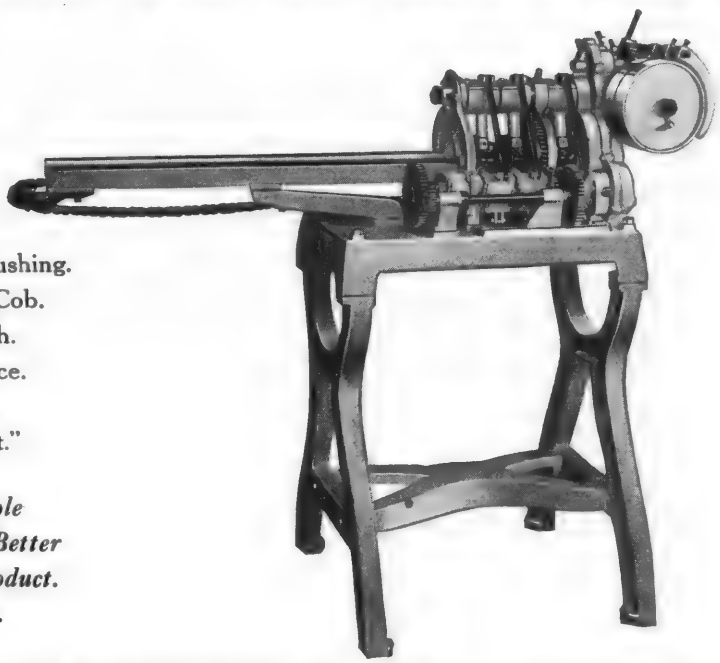

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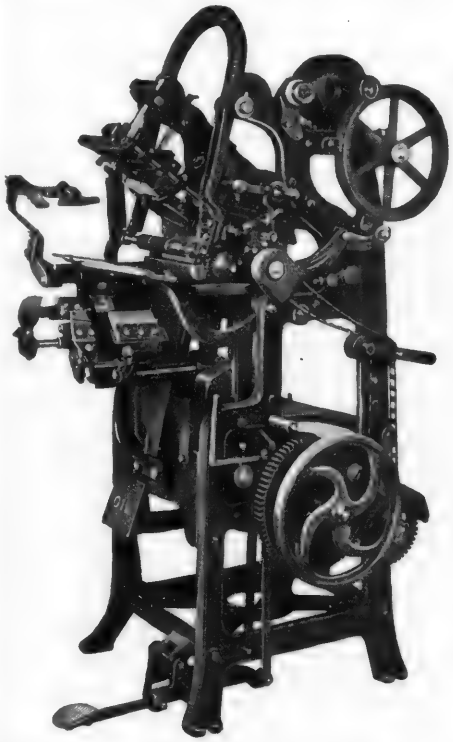

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Plants should be dusted with a mixture of calcium arsenate one part and gypsium twenty parts, as soon as the plant appears and continued at intervals, keeping the new foliage covered. It will be necessary to dust after each rain. Spraying with Bordeaux mixture 3-4-50 plus arsenate or dusting with 20-80 copper lime dust plus arsenate, should start when the runner begins to appear and continue through the season.

A yield of 14 tons per acre for 1929 was reported at the meeting.

(*Continued next week.*)

BIG CAMPAIGN FOR CANNED FOODS GOES ON THE AIR

Started March 17th Over Coast-to-Coast Network of National Broadcasting Company—Grocers Urged to Concentrate for Profit.

THE National Canners Association, on March 17, started the most far-reaching and practical campaign to assist retail grocers to move canned foods in greater quantity off their shelves, that has yet been undertaken over the radio.

The gigantic program, started that day over the Eastern and Central States, through the Red network of the National Broadcasting Company, will be extended March 31 to include 48 stations in a complete hookup of Red and Orange stations from the Atlantic to the Pacific, and from Minneapolis-St. Paul to the Gulf of Mexico.

It is being broadcast Monday, Tuesday, Wednesday and Thursday of each week at 11.45 A. M., Eastern time, 10.45 Central time, 11.45 Pacific Coast time, and 12.45 P. M. Mountain time.

Talent of the highest quality is being used. Milton Cross is announcing the programs, which are under the personal direction of Miss Winifred Wishard. Miss Wishard's work has built for her what is probably the largest personal radio audience of women in the United States. Her authoritative position in the field of home economics, coupled with her remarkable knowledge of the stagecraft of the air, conspicuously recommended her for this undertaking.

Scientific food authorities, dieticians and a host of other interesting personalities will appear before the microphone during the programs, which are already billed for ten weeks.

The program has the endorsement of the National Canners Association, National Association of Retail Grocers, National Wholesale Grocers Association, National Food Brokers Association and the National Chain Store Association. They also pledged the fullest co-operation of their respective associations in a meeting at Chicago, February 22.

Figuring population within only 100 miles of each station utilized, the program is reaching 88.5 per cent of all radio-equipped homes in the United States.

The campaign's ready endorsement by the various associations is due to the fact that the immediate increase in the consumption of canned foods which it should create not only will assist the grocer, but will benefit every state growing and packing canned foods.

It is also calculated to assist in decreasing stocks on hand favorable to this year's canning crop and pack, and will help build a permanent friendly attitude toward foods packed in the can.

The program will apply to canned foods of every brand and description.

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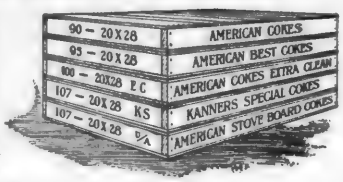

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telling the story of canned foods can be exploited by every manufacturer, wholesaler, co-operative association, broker and retailer to personal advantage in moving stocks of canned foods into the American home.

The program's basic purpose is designed to acquaint American homes with the variety and wholesomeness of canned foods, the availability and the economic advantages of foods packed in tins, and the ease with which they meet every physical need and appetite. Some 200 food products are available, through hundreds of different canners.

It is believed that every outlet for canned foods in the country will be assisted by this campaign.

The National Canners Association, representing practically every canning industry in the country, has this to say concerning it:

"We desire to broadcast an influence which will induce an immediately increased consumption of canned foods.

"We desire, also, to introduce the broader educational background which will conform and substantiate whatever direct buying suggestions are made to the listener.

We desire to get from the audience as large a written response as is possible."

The time of the broadcast was chosen after a most painstaking analysis. It is, in general, an hour when women are radio listeners. It comes at a time when the housewife is wondering what her dinner is to be. It will offer her helpful, constructive suggestions consistently.

Radio experience has definitely demonstrated that a tremendous audience exists at the time chosen; that this audience comprises very largely the women of the medium and lower income classes, women who do their own housekeeping and cooking. It also reaches the great class of urban women in outlying districts.

The retail grocer can definitely plan his canned foods sales drive to start immediately with this program. There are many ways he can profit. Signs directing customers' attention to the "Wonderful Story of Canned Foods" on the air on a neat card placed on displays of canned foods on the floor and in the windows should help this considerably.

Tie-ups of all other sorts, including window streamers, will be found of value.

Complete information concerning the station nearest every outlet and the exact time of broadcasting may be obtained from the nearest station member of the National Broadcasting Company. The program will be called "The Hour of the Canny Cook." It will continue 15 minutes on Monday, Tuesday, Wednesday and Thursday of each week.

NAILING RUMORS

To the Trade:

Our attention is called to two reports being circulated throughout the trade:

First, that the Great Atlantic and Pacific Tea Company owns stocks in the California Packing Corporation.

Second, that we pack a different quality of merchandise for certain distributors.

These two reported statements are false and untrue, and are most emphatically and positively denied by us.

CALIFORNIA PACKING CORPORATION.

AS NEAR AS YOUR NEEDS

BOSTON, MASS.
119 Braintree St., Allston Station
NEW YORK, N. Y.
2 Lafayette St.
PHILADELPHIA, PA.
348 Drexel Bldg.
BALTIMORE, MD.
No. Haven and Fairmount Ave.
CLEVELAND, OHIO
1220 Terminal Tower Bldg.
SANDUSKY, OHIO
800 Decatur St.
MUNCIE, IND.
P. O. Box 357
KANSAS CITY, KAN.
Packer's Station
ST. LOUIS, MO.
5110 Penrose St.
RICHMOND, VA.
P. O. Box 1538

10 H & D PLANTS

No long hauls or tedious waits when you depend on H & D service for your corrugated fibre shipping box requirements. Ten fully equipped box making plants in the principal cities of the canning belt bring H & D Service as near as your needs for prompt and efficient attention. Information or samples and prices on request.

THE HINDE & DAUCH PAPER COMPANY
800 Decatur Street Sandusky, Ohio

HINDE & DAUCH corrugated fibre SHIPPING BOXES

H&D

Try the new TOWNSEND at our risk!

"Your bean cutting troubles will be over when you install a TOWNSEND"

The 1930 TOWNSEND will embody some radical, patented improvements which you can get in no other machine.

Orders entered now will take the maximum discount of 7% and will be shipped when requested.

Write NOW for our catalog and price list.

Burton, Cook & Co. Inc.
Rome, N. Y.

(Successors to Z. P. Townsend, the original patentee)

AMSCAN

CERTIFIED

SEALING FLUID

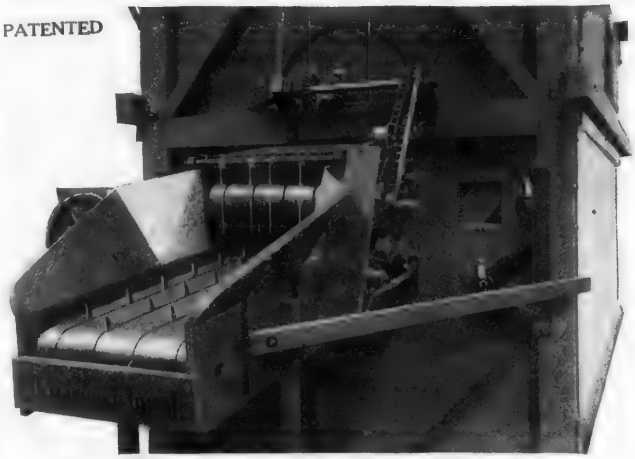
"The Golden Band"

Insist on AMSCAN—the perfect Sealing Compound—and be safe.

THE MAX AMS MACHINE CO., NEW YORK

Ideal Viner FEEDER with Distributor

PATENTED



PATENTED IN U. S. CANADA AND FRANCE

On Every Viner Is Economy

No viner can do satisfactory work when its beaters are obliged to work on heavy mats or bunches of vines.

Separation of the vines by the feeder is, therefore, essential to best results.

Hamacheck Ideal Viner Feeders with distributors are the only feeders that thoroughly separate the vines. The savings effected, over the use of any other viner feeder, are so large that it is not unusual to hear pea packers say that the Ideal Viner Feeders more than save their cost each season.

OVER 2000 IN USE

IDEAL Feeders have been greatly improved during the past two years.

FRANK HAMACHEK MACHINE CO.

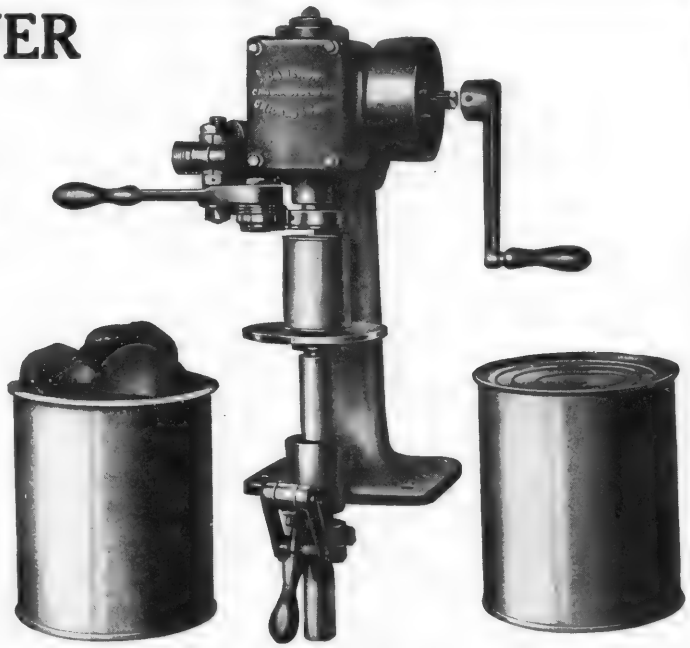
Kewaunee, ESTABLISHED 1880. INCORPORATED 1924 Wisconsin

Manufacturers of VINERS, ENSILAGE DISTRIBUTORS and CHAIN ADJUSTERS

A HAND or POWER OPERATED DOUBLE-SEAMER

with all the strength and perfection of the automatic machines.

We have not cheapened it because it is hand driven. It has cut steel gears, seaming rolls mounted on ball-bearings. Equipped with both pulley and crank.



CAMERON CAN MACHINERY CO.

240 North Ashland Avenue, Chicago, U. S. A.

Better Profits

A department devoted to the consideration and discussion of sales questions of every kind, and to every phase affecting the sale and distribution of canned foods; therefore, of utmost importance to every canner, because on your sales depends your profits. Improvement in selling methods must result in better profits.
Conducted by an Expert of long experience, but whose identity will be kept hidden.
QUESTIONS INVITED, AND YOUR OPINIONS WELCOMED.

NEW YORK canner writes:

"This spring I have employed a salesman who came to me well recommended. So far he has been calling on retail grocers, selling them for delivery in the fall through a wholesale grocer. When he started out I insisted he buy liberally from retail stocks of competitive canned foods and that he cut them in comparison with my pack. He has been doing this, and I now realize he seems to be spending quite a good deal of money. Hardly a day passes that he does not lay out at least a dollar or more for 'cut cans.' Wonder if I am getting stung."

I have repeated at length this canner's comments and inquiry because he brings up something important.

He is headed on the right road when having work done on the retail trade for the account of his distributors. As more of this is done by more canners, the retailing of canned foods will reach a higher plane of dealer information than it is on at present. Although the retailing of groceries today by independent grocers is in a better financial state than it was a year or two ago, it will only continue on this higher plane as the independent retail grocer is reliably posted regarding the goods he offers for sale. We as packers cannot assume that all information needed by the retailer will be passed on to him by the wholesaler and the wholesaler's salesmen. We must do our share as far as possible. Certainly we cannot reasonably expect a jobber's salesman to know as much about what we pack and how well we pack it as we do. More than this, we cannot expect a salesman who has several hundred items to sell to give as much time to the selling of our line and the posting of retailers about it as we can give to the matter by means of a man who has nothing else to sell.

As for the cutting of samples of our goods and those of competitors, this must be done if we are to be as successful in our selling as we hope to be. As a matter of fact, probably none of us cut samples enough or cut them often enough. Sometimes our salesmen, if they are covering the same trade year after year, or if they are working in a territory where our line is quite well known, feel, "Oh, well, everyone knows how good our canned foods are."

Right there is where the average salesman falls down. He takes so much for granted that often a younger and less experienced man comes along and sells rings around the older man. To our detriment, of course.

Even you, my reader, who call on your trade once or twice a year, feel your trade know just what you pack and how it is well worth the price asked for it. That is exactly where you fall down.

Try as you may to standardize your pack year after year, the difference in growing seasons alone will make a difference in your pack, imperceptible as it may be to those who are not entirely familiar with it. This year it may be considerably better than it was last year. Always there is some feature of a past pack that will distinguish it from the one the season previous. Cut your line every year with your buyers, especially if you are succeeding in keeping it on a high level of quality year after year. Point out this fact to your trade. Let no opportunity pass for the fullest posting of everyone handling your line or pack.

When they all know everything there is to be known about your offerings, your competitor hasn't a chance to horn in on the business.

While you are doing this get competitors' samples into your office or factory and examine them as critically as you can. Look over your labels, note the condition of the can itself, go slowly in your examination of the contents of the can you open. Note each solitary angle of the whole and do not even attempt to "kid" yourself as to the quality you find in comparison with what you are putting out. If the other fellow has a better article than you have and it sells for no more than yours does, something is wrong somewhere. Either your costs are wrong or your profit is too high. Better correct the matter before you find more and more of your trade slipping away. If you can improve the quality of your pack, improve it. If your label is not fairly indicative of the quality you have in the can, improve your label. If you have an idea you feel will help to further inform the housewife of the value of canned foods in general and yours in particular if placed on the label, put it on. Don't be afraid to pioneer!

Now as to whether or not our inquirer is getting "stung" by his salesman, I should say that the chances are he is spending every penny for "cut cans" that he is putting on the expense account.

If you feel a salesman may be charging cigars and incidentals to "cut cans," you can soon find out.

Simply ask your man or men to remove the label from the can of yours and competitors' goods he cuts in each store. Ask him further to note on the back of each label the amount he spent for the cans he cuts. At the end of the day and the week you have a record of what has been spent, can for can. If you ask, as you should, that the labels be sent you with the expense account, you have further additions to your label collection which may be of considerable value to you if you do attempt to improve on the appearance of your labels.

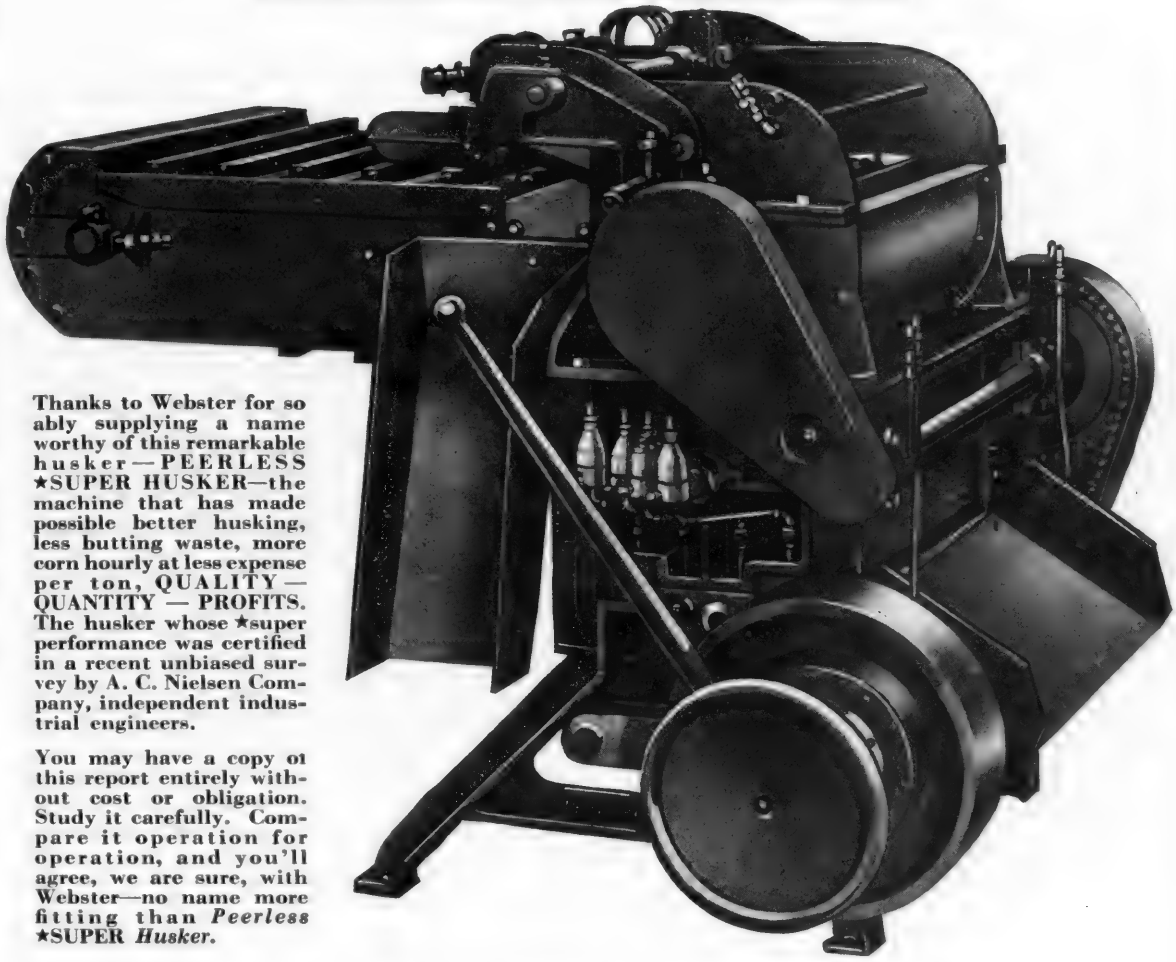
By doing this you relieve your mind of any worry as to whether or not your man is honest, and you help to keep him honest.

In this whole matter of employing retail salesmen you have to keep your mind open, you must look for the

A name full of meaning

PEERLESS ★SUPER HUSKER

★Super—Above; over; beyond; above in position; that which obviously surpasses all others of its class; denoting superiority. —*Webster.*



Thanks to Webster for so ably supplying a name worthy of this remarkable husker—PEERLESS ★SUPER HUSKER—the machine that has made possible better husking, less butting waste, more corn hourly at less expense per ton, QUALITY—QUANTITY—PROFITS. The husker whose ★super performance was certified in a recent unbiased survey by A. C. Nielsen Company, independent industrial engineers.

You may have a copy of this report entirely without cost or obligation. Study it carefully. Compare it operation for operation, and you'll agree, we are sure, with Webster—no name more fitting than *Peerless* ★SUPER *Husker.*

Write us today for the survey and full details of the ★Super Husker.

SPRAGUE-SELLS CORPORATION

308 West Washington Street, Chicago, Illinois

DIVISION OF

FOOD MACHINERY CORPORATION

best in each man, and at the same time do your share toward helping your men to make good for you.

But, please, insist that they continue cutting samples with everyone who gives them an opportunity for doing so.

In this connection there are as many ways of opening a conversation with a possible customer as there are salesmen calling on the trade.

I have heard but few openings of sales talks which could improve on the effectiveness of the old remark, "Let me show you something."

Right at the start the salesman gets attention by the remark, arouses interest, and as the can is opened should arouse desire, and after that it's strictly up to him to close the sale.

The sale of food has often been called, and by many is regarded, as one of the greatest, if not the greatest, of professions.

No doubt a large part of the regard in which it is held is fostered by the opportunity given in the exercise of the arts of selling foods for the effective sampling of the product being sold.

The advice so often given brides, "Feed the brute," can well be applied to salesmen selling canned foods.

Let your men cut and sample your line often, cut and sample it often yourself. It may seem to cost money to do this, but you will get your returns many fold from your increase in friendship and sales.

QUALITY APPLE BUTTER

L. M. Montgomery, Ohio Agricultural Exp. Station.

THERE is need among Ohio orchardists for ways and means of making increased and better use of their grade apples at reasonably remunerative prices. This is true because of the necessity for relieving the market of a tremendous burden of windfalls, undersized, off color, and otherwise inferior though probably wholesome fruit.

The consumer is more and more demanding better quality commodities and manifesting a willingness to pay for them. The best grades sell the quickest and at more money, though the price is directly borne down by the quantity of under grade product of like kind upon the market.

If our orchardist could find a profitable means of utilizing a still larger proportion of their under grade apples the price for the best grades would, of course, be increased.

In recent years the manufacture and sale of fresh and pasteurized cider has taken care of a large amount of the inferior apples, especially in the vicinity of the large markets and at roadside stands.

Another means of utilizing more of this off-grade fruit is that of apple butter manufacture. The memory of the old-fashioned apple butter like grandmother used to make still lingers appealingly in the minds and tastes of many. But its almost black color, dense consistency and the slow, arduous process of manufacture have largely eliminated it from our tables in favor of a product manufactured by more modern methods.

The consumption of apple butter is being greatly stimulated at present by the superior quality of much of that produced by orchardists themselves for sale at their roadside markets. It seems that in Ohio an increasingly large quantity of apples could be disposed of in this form of product.

While the manufacture of good apple butter is an art, the average orchardist may readily grasp its fundamentals and secure good results. At the outset it must be borne in mind that the product can be no better in wholesomeness than the materials from which it is made. Therefore, the raw materials must be clean, sound and free from serious insect injury.

The only mechanical method of practical value to the small manufacturer of a high quality product is one involving the use of a steam-jacketed copper or nickel kettle, a steam boiler of proportionate size, a simple pulping colander, a paring machine either hand or electrically operated, and a cider press. Scales for weighing the sugar and fruit and pulp, spoons, ladles, dippers and funnels are minor articles needed.

The product may be stored in glazed earthen jars of convenient size and later dispensed in paraffined paper containers of pint and quart sizes, or it may be filled at once into suitable attractive glass jars and sealed while still hot.

There are three general methods open to the producer for the manufacture of apple butter. First, the butter may be made from apples and boiled down cider alone. Second, sugar may displace the cider entirely. Third, both cider and sugar may be used as the basis of manufacture. The first produces a butter too tart for most tastes. The second yields an oversweet product. While the third represents a combination satisfying to the great majority of consumers.

First wash the apples and allow to drain well. Then pare, trim and halve, quarter or slice.

For each bushel of apples place four gallons of cider in steam kettle. Add the prepared apples and cook until mushy. Then run thru an apple butter colander or pulping machine to remove particles of core, seeds, skin and fiber. Return the pulp to the kettle, add six to nine pounds of sugar and cook down to a fairly thick consistency. Shut off the steam from the kettle and add spice to taste. A mixture of equal parts of ground cinnamon and cloves at the rate of one rounded teaspoonful per gallon of product will be about right for some tastes. The spices should be thoroughly mixed with the concentrate by careful stirring after the cooking process is completed.

The resulting product should be a rich brown material of slowly flowing consistency of excellent quality, depending, of course, upon the variety or varieties of apples used.

Commonly best results will be obtained by using a mixture of varieties of similar maturity, but varying in acid and sugar content. A study and test of the suitability of numerous apple varieties is being made in the Horticultural Products Laboratory of the Ohio Agricultural Experiment Station to determine the relative merits of each for apple butter manufacture either alone or in combination. Either white or brown sugar of mixtures may be employed.

No water is used, as extra time will be required to remove it again from the concentrating material.

50 Years of Service to Canners

Thos. J. Meehan & Co., Inc.

(Thos. L. North)

11 W. Redwood Street, Baltimore Md.

BROKERS and COMMISSION MERCHANTS

Canners' Accounts Solicited for Tip-Top Buyers.

The Heekin Traffic Department

TRAINED . . alert . . responsible . . realizing the importance of making delivery on the dot . . . the Heekin Traffic Department has a thorough understanding of the canners' problems. Here profit may be made or lost for the canner . . . . a delay in delivery becomes a dollars and cents item that cannot be made up. The Heekin Traffic Department literally knows every mile of track between Heekin factories and the canner. Once a car is routed it is followed closely by telephone or telegraph, and in emergency by a Heekin traffic man who sees the shipment through. This extra effort is all a part of the Heekin personal service which has been a consistent factor in the growth of our company. We believe it *IS* important for the canner to receive Heekin Cans on time. May we be of service to you?

Heekin Cans

THE HEEKIN CAN COMPANY, CINCINNATI, O.

Wanted and For Sale.

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale – Machinery

FOR SALE—200, 250 and 300 gal. Copper Steam Jacketed Kettles, in A-1 condition, complete with frame and valves.
Two 300 gal. Jacketed Copper Kettles.
The above items are all in good condition, and are offered because of changes that are being made in my equipment.
Address Box A-1690 care of The Canning Trade.

FOR SALE—
1 600 can Anderson-Barngrover Continuous Cooker, for No. 2, No. 2½ and No. 3 cans.
1 10 ft. Bucket type Elevator for Corn
1 Monitor Pea Grader. Two sets screens
Littlestown Canning Co., Inc., Littlestown, Pa.

FOR SALE—
1 Monitor Bean Cutter.
1 Lewis Bean Cutter.
equipped for No. 2, 2½ and No. 3 cans.
2 Peerless Circular Exhaust Boxes.
3 Chisholm-Scott Bean Snippers.
Thomas & Co., Frederick, Md.

FOR SALE—Double Morral Huskers, guaranteed good as new. Also; all roller chain Peerless Huskers, guaranteed in good operating condition.
Address Box A-1741 care of The Canning Trade.

FOR SALE—A quantity of canning tools including two Power Monitor Jumbo Cherry Pitters, also other small canning equipment. Send for list.
Manlius Improvement Co., Manlius, N. Y.

FOR SALE—Cheap, 2 Second Hand Return Tabular Boilers 66 in. x 18 ft. Charcoal Iron Shells, good tubes, been carrying 65 pounds steam pressure.
1 150 H. P. Erie City Engine.
The Mount Airy Canning Co., Mount Airy, Md.

FOR SALE—
1 Huntley Monitor-Thomas Tomato Washer and Scalder, 18' belt.
1 Robins National Tomato Peeler complete.
1 25 H. P. Horizontal Engine.
2 Pulp Fillers for No. 1 cans.
All in first class working order. Attractive prices.
The Torsch-Summers Co., Baltimore, Md.

FOR SALE—Rebuilt Continuous Cooker for No. 2, No. 2½ and No. 3 cans. First class condition. Price reasonable.
Souder Mfg. Co., Bridgeton, N. J.

FOR SALE—New Copper Steam Jacketed Kettles and Mixers, twelve sizes – 15 to 500 gallon. Also 25 and 50 gallon Tilting Kettles. Always in stock, all extra heavy, tested 225 pounds pressure. Buy new kettles that carry a responsible manufacturer's guarantee. Also new Copper Pulp Coils in stock, for 1,000 gallon tanks. Hamilton Copper & Brass Works, Hamilton, O.
Kettle Manufacturers . . Established 1876

Wanted—Machinery

WANTED— Max Ams No. 128 Double Seamer, 1917 or later model, good condition.
Address Box A-1740 care of The Canning Trade.

WANTED—A Double Seaming Closing machine with hand lever, motor driven.
F. Seidel, 61 Furman Crescent, Rochester, N. Y.

WANTED—Four Pressure Cookers or Retorts, must be bought cheap.
Lancaster Canning Co., Inc., Lancaster, Ky.

For Sale—Factories

SHERIFF SALE OF VALUABLE REAL ESTATE—The Harrington Packing Company will be sold at Sheriff Sale at Harrington, Delware at 2 P. M. Saturday March 29, 1930. A large canning house, packing house, sheds, machinery, fixtures, tools and implements; 108,640 square feet of land. This factory is located with railroad siding on property. For further particulars address,
Mrs. Addie V. Satterfield,
Center St., Harrington, Del.

For Sale—Seed

SEED FOR SALE—"Build the foundation of your tomato crop on the solid rock of Indiana Baltimore quality." For full information write
Kenneth N. Rider, Sec'y, Indiana Canners Association, Matthews, Indiana.

FOR SALE—3000 pounds Wax Bean Seed Sure Crop or New Kidney Wax Associated Seed Growers 1929 growing.
The Torsch-Summers Co., Baltimore, Md.

FOR SALE—Tomato Seed. Genuine Marglobe Tomato Seed certified by the Maryland Seed Certification Board. Also selected Tri-State Radebaugh.
Tri-State Packers Association,
Easton, Md.

FOR SALE—

Spot Pea Seed—Alaskas 8½c lb.
Green Admirals 10c lb.
Freight allowed in carlots of 80,000 lbs.
Spot Seed Beans New Crop.
Giant Stringless 20c lb. Burpee Stringless 20c lb.
Bountifuls 22c lb. New Stringless Kidney Wax 22c lb.
Henderson Bush Lima 14c lb.
All other varieties of standard Beans at reasonable prices.

S. D. Woodruff & Sons,
201 Washington St., New York City.

FOR SALE—3,000 pounds Giant Stringless Green, 500 pounds Round Pod Kidney Wax Bean Seed, Western grown.

New Era Canning Co., New Era, Mich.

FOR SALE—5000 pounds Bountiful Green Stringless Bean Seed; 1500 pounds Rogers Refugee Green Stringless Bean Seed. Shipment from a well known and reliable seedsman.

Shelmore Oyster Products Co., Charleston, S. C.

Wanted—Seed

PEAS WANTED—We will pay a good cash price for 23,000 pounds Perfections, 12,000 pounds each Horsfords and Surprise. They must be of 1929 crop, grown by either Rogers Brothers or Associated Seed Company.

Address Box A-1721 care of The Canning Trade.

WANTED—We are in the market for good quality Spot Horsfords and Perfections, carlots or less.

Address Box A-1737 care of The Canning Trade.

Miscellaneous

An organization of food experts has perfected a selling service covering towns over 5000 population in Illinois, Indiana, Iowa, Kentucky, Michigan, Minnesota, Missouri, Ohio and Wisconsin and are desirous of obtaining a limited number of manufacturers who are interested in selling the jobber and retailer in these towns. Write us for full particulars.

Address Box A-1736 care of The Canning Trade.

For Sale—Plants

FOR SALE—Tomato Plants, Cabbage Plants, Pepper Plants, 50 million to offer for 1930. Shipments beginning April 15th and on until July 1st. Write or wire for growing contract prices.

25 years plants growing. Shipping capacity million per day. References furnished.

Old Dominion Plant Co., Franklin, Va.

Help Wanted

WANTED—Position as factory Superintendent in a canning plant. 20 years experience canning fruits and vegetables. Can furnish good references.

Address Box B-1742 care of The Canning Trade.

WANTED—Position as Manager or Superintendent of cannery packing fruits and vegetables. Experience covers building and rebuilding plants. Field, office and sales. Can get lowest production costs and produce quality pack. Best of references.

Address Box B-1738 care of The Canning Trade.

WANTED - Position by quality Pea packer. 18 years experience in all departments. Best references.

Address Box B-1739 care of The Canning Trade.

WANTED—We have an interesting opportunity to offer a practical canner familiar with vegetable and fruit canning and preserving. Superior home conditions. Private enterprise. Must have excellent references. Splendid chance for the right man.

Address Box B-1753 care of The Canning Trade.

Situation—Wanted

POSITION WANTED—By first class packer of fruits and vegetables. Can also build and equip most any size plant. Have about 25 years experience in canning and building. Am also a machinist.

Address Box B-1720 care of The Canning Trade.

POSITION WANTED—As Manager or Superintendent, by young man, with 10 years experience as Manager of fruit and vegetable canning plant, experienced in handling a full line.

Address Box B-1731 care of The Canning Trade.

SITUATION WANTED—16 years experience in canning Tomatoes, Green Beans and Sweet Potatoes. Can plan your building, install machinery and handle closing machines, foreman or manager would like connection at once with reliable company. can furnish reference.

Address P. O. Box III, Clever, Mo.

POSITION WANTED—As Manager or Superintendent by young man with wide experience. Packer of all lines of vegetables, fruits and a full line of table condiments in tin and glass. Can handle all branches of the business, field, office, factory and warehouse. Can handle all classes of labor, build and equip any size plant. Will consider any reasonable offer to become permanently located the year round. Not looking for easy choice job. A-1 references. Available at once.

Address Box B-1735 care of The Canning Trade.

CANNERS SEED PEAS

Our seed peas are grown under the personal supervision of members of our firm in the Pacific Northwest where climatic conditions are most favorable for high vitality.

"OUR SEEDS GROW FRIENDS"

WRITE FOR FUTURE CONTRACT PRICES

Washburn-Wilson Seed Co.

Moscow, Idaho

—Since 1913— Reference: National Bank of Baltimore

CANNED FOODS BROKERS COMMISSION MERCHANTS

Howard E. Jones & Co., Inc.

200-202 E. Lombard St. at Calvert St., Baltimore, Md.

STRASBURGER & SIEGEL

Consultants to the Canning Industry

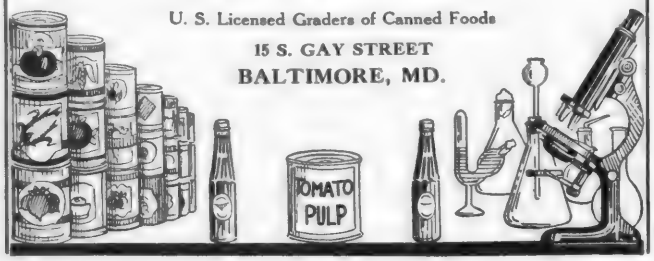
CHEMISTS, BACTERIOLOGISTS

Spoilage Investigations

U. S. Licensed Graders of Canned Foods

15 S. GAY STREET

BALTIMORE, MD.



Can prices

1930 season

The American Can Company announces the following term contract prices, F.O.B. its factories, for Standard Sizes of Sanitary Cans for the Central and Eastern parts of the United States.

No. 1 size	$14.85 per M.
No. 2 size	20.67 per M.
No. 2½ size	26.06 per M.
No. 3 size	28.14 per M.
No. 10 size	62.21 per M.

AMERICAN CAN COMPANY

CONTAINERS OF TIN PLATE - BLACK IRON - GALVANIZED IRON - FIBRE

METAL SIGNS AND DISPLAY FIXTURES

CANCO

WAREHOUSING

Field and Metropolitan warehousing, the first merging into the latter if desired.

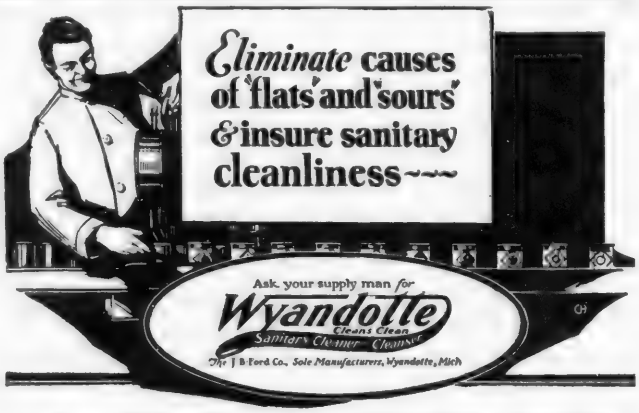
FINANCING

Loans arranged thro' affiliated organization at lowest rates consistant with collateral available.

SERVICE

General information, available thro' wide spread contacts with producers and consumers, a service we offer to clients.

GUARDIAN WAREHOUSING COMPANY
222 West Adams Street
Chicago.


Eliminate causes of 'flats' and 'sours' & insure sanitary cleanliness
Ask your supply man for
Wyandotte
Cleans Clean
Sanitary Cleaner Cleanser
The J. B. Ford Co., Sole Manufacturers, Wyandotte, Mich

Peas Thoroughly Washed Quality Improved

Baltimore, Aug. 1st. 1928

We take pleasure in recommending your Hydro-Geared Pea Grader, which we installed at one of our plants for our Pea Pack this season.

It is quite an improvement over any Grader we have ever operated, and we are more than pleased with the results. In addition to satisfactory grading and capacity, we believe the continuous application of water during the entire operation, materially improves the peas.

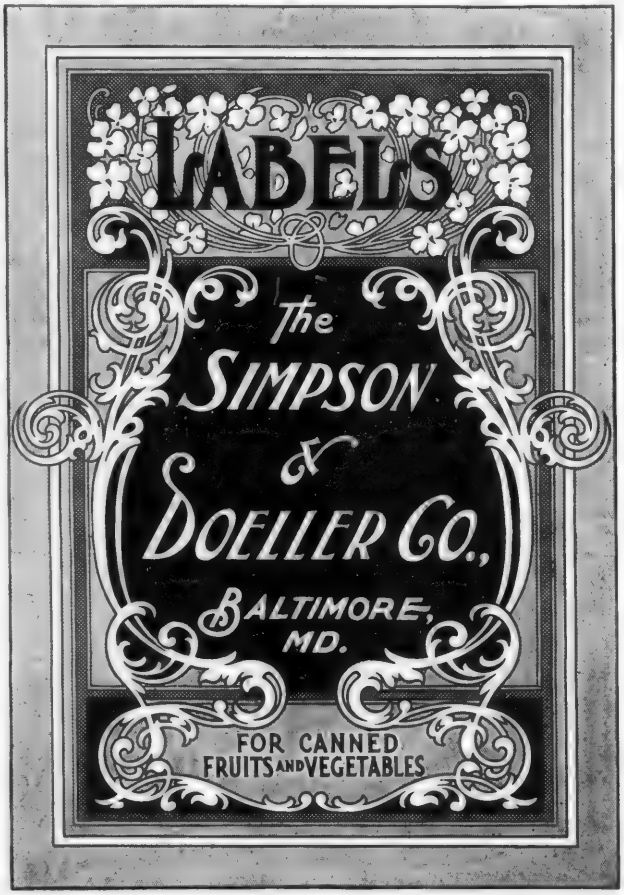
Gibbs Preserving Co.
Oscar T. Sewell

The Hydro-Geared Pea Grader

Write for circular

The Sinclair-Scott Company

Wells and Patapsco Sts.
Baltimore, Md.



CANNED FOOD PRICES

Prices given represent the *lowest* figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: †Thomas J. Meehan & Co., *Howard E. Jones & Co.
New York prices corrected by our Special Corespondent. †In column headed "N. Y." indicates f. o. b. factory.

Canned Vegetables

ASPARAGUS* (California)	Balto.	N.Y.
White Mammoth, No. 2½	.....	3.15
Peeled, No. 2½	.....	3.10
Large, No. 2½	.....	3.20
Peeled, No. 2½	.....	3.25
Medium, No. 2½	.....	.....
Green Mammoth, No. 2½	.....	2.65
Medium, No. 2½	.....	2.70
Small, No. 2½	.....	2.65
Tips, White, Mammoth, No. 1 sq.	.....	3.00
Small, No. 1 sq.	.....	3.00
Green, Mammoth, No. 1 sq.	3.40	3.00
Small, No. 1 sq.	2.80	3.00
BAKED BEANS‡		
Plain, No. 1	.65	.85
No. 2	.....	1.05
No. 3	.....	.....
In Sauce, 18 oz.	.75	.90
No. 1	.65	.....
No. 2½	1.40	1.65
No. 10	4.60	5.50
BEANS‡		
Stringless Stand. Cut Green, No. 2	.90	1.05
Standard Cut Green, No. 10	4.75	5.50
Standard Whole Green, No. 2	1.20	.....
Standard Cut Wax, No. 2	1.10	1.15
Standard Cut Wax, No. 10	5.50	.....
Red Kidney Standard No. 2	1.00	1.00
Standard, No. 10	5.00	Out
LIMA BEANS‡		
No. 2, Tiny Green	.....	.....
No. 10	.....	.....
No. 2, Medium Green	.....	.....
No. 10	.....	.....
No. 2, Green and White	.....	1.50
No. 10	.....	.....
No. 2, Fresh White	.....	.....
No. 10	.....	9.00
Soaked, No. 2	1.05	.....
BEETS‡		
Baby, No. 2	1.75	1.90
8-15, No. 2	.....	.....
15-20, No. 3	1.60	.....
Cut, No. 2	1.15	1.20
Cut, No. 10	5.00	.....
Whole, No. 10	5.00	5.50
Diced, No. 10	5.00	.....
CARROTS‡		
Standard Sliced, No. 2	.95	1.15
Sliced, No. 10	4.25	4.75
Standard Diced, No. 2	.95	.....
Diced, No. 10	4.25	5.00
CORN‡		
Standard Evergreen, No. 2	.....	.....
F. O. B. Co.	.....	.....
Standard Shoepeg, No. 2	.....	.....
F. O. B. Co.	1.40	.....
Extra Standard Shoepeg, No. 2	.....	.....
F. O. B. Co.	1.40	.....
Fancy Shoepeg, No. 2	1.55	.....
F. O. B. Co.	1.50	.....
Standard Crushed, No. 2	1.00	1.10
F. O. B. Co.	.95	.....
Extra Standard Crushed, No. 2	1.10	.....
F. O. B. Co.	1.05	.....
HOMINY‡		
Standard Split, No. 3	1.10	1.15
Split, No. 10	3.25	3.90
MIXED VEGETABLES‡		
Standard, No. 2	.95	.....
No. 10	4.50	.....
Fancy, No. 2	1.05	1.15
No. 10	5.00	5.50
OKRA AND TOMATOES‡		
Standard, No. 2	1.30	1.45
No. 10	6.50	.....
PEAS‡		
Petit Pois, 1s	.85	.....
No. 2 Fancy Sweets, 2s	.....	1.85
No. 2 Fancy Alaskas, 2s	.....	1.70
No. 3 Fancy Alaskas, 2s	.....	1.45
No. 3 Fancy Sweets, 2s	.....	.....
No. 4 Fancy Sweets, 2s	.....	1.40
No. 5 Fancy Sweets, 2s	.....	1.35
No. 3 Std. Alaskas, 2s	1.10	1.02½
No. 4 Std. Alaskas, 2s	1.00	1.00
No. 5 Std. Sweets, 2s	.....	1.05
No. 3 Std. Alaskas, 10s	.....	5.75
No. 4 Std. Alaskas, 10s	.....	5.50
No. 4 Early June, 1s	.70	.....
PUMPKIN‡		
Standard, No. 2½	1.00	.....
No. 3	1.25	1.42½
No. 10	3.90	4.00

CANNED VEGETABLES——Continued

SAUER KRAUT‡	Balto.	N.Y.
Standard, No. 2	1.00	1.10
No. 2½	1.10	.....
No. 3	1.30	.....
No. 10	3.80	4.50
SPINACH‡		
Standard, No. 2	1.10	† .95
No. 2½	1.30	.....
No. 3	1.37½	†1.40
No. 10	4.25	†4.00
SUCCOTASH‡		
Standard Green Corn, Dried Limas, No. 10	1.20	.....
Standard Green Corn, Dried Limas, No. 2	.....	1.30
(Triple) No. 2 (with tomatoes)	1.40	.....
SWEET POTATOES‡		
Standard, No. 2, F. O. B.	.....	.....
No. 2½	1.70	†1.70
No. 3	1.75	†1.75
No. 10	4.50	†4.25
TOMATOES‡		
Extra Standard, No. 1	.75	.....
F. O. B. County	.70	.....
No. 2	1.20	.....
F. O. B. County	1.15	.....
No. 3	1.90	.....
F. O. B. County	1.90	.....
No. 10	5.50	.....
F. O. B. County	4.75	.....
Standard, No. 1	.65	.....
F. O. B. County	.65	.65
No. 2	.92½	.....
F. O. B. County	.90	1.00
No. 3	1.65	.....
F. O. B. County	1.60	1.65
No. 10	4.50	.....
F. O. B. County	4.35	4.50
TOMATO PUREE‡		
Standard, No. 1, Whole Stock	.60	.60
No. 10, Whole Stock	4.50	4.35
Standard, No. 1 Trimmings	.55	.52½
No. 10 Trimmings	4.25	.....

Canned Fruits

APPLES* (F. O. B. Factory)		
Maine, No. 10	.....	.....
Michigan, No. 10	.....	.....
New York, No. 10	.....	4.00
Pennsylvania, No. 10, water	4.25	.....
Pa., No. 3	1.50	.....
Pa., No. 10, solid pack	4.50	4.75
APRICOTS* (California)		
Standard, No. 2½	2.25	2.15
Choice, No. 2½	3.00	2.75
Fancy, No. 2½	.....	3.00
BLACKBERRIES*		
Standard, No. 2	1.35	1.45
No. 3	.....	.....
No. 10, Water	7.25	.....
No. 2, Preserved	.....	1.75
No. 2, in Syrup	.....	.....
BLUEBERRIES*		
Maine, No. 2	.....	2.65
No. 10	14.25	12.75
CHERRIES*		
Standard, Red, Water, No. 2	1.40	1.50
White Syrup, No. 2	1.75	1.85
Extra Preserved, No. 2	.....	.....
Red Pitted, No. 10	11.00	14.00
California Standard 2½	.....	3.25
Choice, No. 2½	.....	3.50
Fancy, No. 2½	.....	3.75
GOOSEBERRIES*		
Standard, No. 2	.....	1.20
No. 10	.....	5.25
PEACHES*		
California Standard, No. 2½, Y. C.	2.45	2.20
Choice, No. 2½, Y. C.	2.75	2.75
Fancy, No. 2½, Y. C.	.....	2.90
Extra Sliced Yellow, No. 1	1.50	1.30
Standard White, No. 2	.....	.....
No. 3	.....	.....
Extra Standard White, No. 3	.....	.....
Seconds, White, No. 3	.....	.....
Standard Yellow, No. 2	.....	.....
Yellow, No. 3	.....	.....
Extra Standard Yellow, No. 2	.....	.....
Seconds, Yellow, No. 3	.....	1.45
Selected Yellow, No. 3	.....	.....
Pies, Unpeeled, No. 3	.....	1.20
Peeled, No. 3	.....	.....
Unpeeled, No. 10	.....	.....
Peeled, No. 10	6.50	5.00

CANNED FRUITS—Continued

PEARS*	Balto.	N.Y.
Standards, No. 2, in syrup	1.10	.....
No. 3	.....	.....
Seconds, No. 3, in water	.....	.....
No. 3, in Syrup	.....	.....
Extra Standards, No. 2, in Syrup	1.25	.....
No. 3	1.85	.....
California Bartletts, Standard 2½	.....	2.95
Choice	3.50	3.30
Fancy	.....	.....
Standard, No. 10	.....	9.25
PINEAPPLE*		
Bahama, Sliced, Extra, No. 2	.....	.....
Grated, Extra, No. 2	.....	.....
Sliced, Extra Standard, No. 2	.....	.....
Grated, Extra Standard, No. 2	.....	.....
Hawaii Sliced, Extra, No. 2½	2.85	2.60
Sliced Standard, No. 2½	2.70	2.45
Sliced Extra, No. 2	.....	2.25
Sliced Standard, No. 2	.....	2.20
Grated, Extra, No. 2	.....	2.00
Shredded, Syrup, No. 10	.....	8.50
Crushed, Extra, No. 10	.....	10.00
Eastern Pie, Water, No. 10	.....	.....
Porto Rico, No. 10	.....	.....
RASPBERRIES*		
Black, Water, No. 2	.....	.....
Red, Water, No. 2	.....	.....
Black, Syrup, No. 2	2.00	.....
Red, Syrup, No. 2	.....	.....
Red, Water, No. 10	.....	.....
STRAWBERRIES‡		
Preserved, No. 1	.....	.....
Preserved, No. 2	.....	.....
Extra, Preserved, No. 1	.....	.....
Extra, Preserved, No. 2	.....	.....
Standard Water, No. 10	.....	.....
FRUITS FOR SALAD*		
Fancy, No. 2½	4.00	3.65
No. 10s	14.75	12.75

Canned Fish

HERRING ROE*		
10 oz.	1.10	1.15
15 oz.	.....	1.40
17 oz.	1.70	1.50
18 oz.	.....	1.60
19 oz.	.....	.....
Standard, No. 2, Factory, 18 oz.	.....	.....
LOBSTER*		
Flats, 1-lb. cases, 4 doz.	.....	.....
½-lb. cases, 4 doz.	.....	4.00
¼-lb. cases, 4 doz.	.....	2.20
OYSTERS*		
Standards, 4 oz.	1.25	.....
5 oz.	1.35	1.30
8 oz.	2.50	.....
10 oz.	2.70	2.60
Selects, 6 oz.	2.50	.....
SALMON*		
Red Alaska, Tall, No. 1	3.50	2.87½
Flat, No. ½	.....	.....
Cohoe, Tall, No. 1	.....	.....
Flat, No. 1	.....	.....
Flat, No. ½	.....	.....
Pink, Tall, No. 1	1.60	1.65
Columbia Flat, No. 1	.....	4.85
Flat, No. ½	.....	2.85
Chums, Tall	1.45	1.55
Medium, Red, Tall	.....	2.15
SHRIMP*		
Dry, No. 1	.....	1.70
Wet, No. 1, Large	.....	1.70
SARDINES* (Domestic), per case		
¼ Oil, Keyless	.....	†3.50
¼ Oil, Decorated	.....	†4.75
¼ Oil, Tomato, Carton	.....	.....
¼ Mustard, Keyless	.....	†3.50
¼ Oil, Carton	.....	†4.75
¾ Mustard, Keyless	.....	†3.15
California, ½, per case	.....	†16.00
Oval, No. 1	.....	†3.40
TUNA FISH* (California), per case		
White, ¼s	.....	8.00
White, ½s	14.00	11.25
White, 1s	.....	.....
Blue Fin, ½s	.....	7.50
Blue Fin, 1s	.....	14.50
Striped, ½s	.....	6.50
Striped, 1s	.....	12.50
Yellow, ½s	.....	7.60
Yellow, 1s	.....	14.25

CANNERS OF 1930

WE are constantly adding old-established Canners to our list of customer-friends. They realize the benefits derived from placing their can requirements in our hands. There *is* a reason . . . and our representatives will be glad to explain it to you.

BOYLE CANS

. . . reflect the intimate knowledge which years of Cannery contacts afford.

Personalized service has brought us an ever-increasing clientele . . . customer-friends . . . all.

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811 S. Wolfe St., Baltimore, Md.

THE CANNING TRADE
The Journal of the Canning and Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, MARCH 24, 1930

WEEKLY REVIEW

Market Shows No Improvement in Demand—Spring Should Show Better Buying—A Statement of the Florida Situation—Pea Acreage Reported—Corn Acreage Must Be Kept Down.

THE MARKET—Reports from all sections say that the canned foods market has continued the past week in the same listless manner, the buyers taking only such goods as they absolutely needed, and then in as small lots as possible. At the same time the retail distribution is reported well up to its high average, the people evidently eating the goods without any diminution. Under such conditions the stocks must be working down to low levels in all distributors' hands, retailer as well as wholesaler.

Old traders say that with the coming of spring better demand is almost certain to develop for spot goods, and this is logical. Looking over some sales made during the week, it was noticeable that the majority seemed to be in 25 to 100 case lots—in this instance in tomatoes—and thus the acknowledged small pile is gradually being eaten away without bringing the better prices which are deserved. It is an usual condition, but there it is, and it obtains not alone in this immediate market, but in every canned foods market out to the coast.

Prices on No. 2 tomatoes are quoted down to 90c, but the sales we saw were not lower than 92½c, and no sales of 3's were lower than $1.60.

Considerable interest has been aroused over the possible early pack of Southern tomatoes, which last year caused a flurry in the market, and heavy losses to the few who were stampeded by them. But they have been unable to rouse up much of a boogey this season, because the crop and pack in Florida is not such as to cause any worry. Writing us from Florida, under date of March 17th, a Florida packer says:

"March 17th, 1930.

"Well, here we are back in Florida again this year for the purpose of operating our tomato cannery which we have here. However, wish to say that had we known three weeks ago that the crop was going to be so small, we would not have started our plant this year.

Reports come to us that the Eastern tomato market has weakened somewhat until they had a better idea as to the pack from the State of Florida. I felt that you would be interested in knowing of the actual conditions as they exist down here this year. In the first place, there is not nearly the acreage planted to tomatoes this year as there was last year; about two-thirds as many. On the other hand, the price the grower is receiving for the green tomatoes is so good that they are not going to let many of them get ripe. In this immediate section last year about 300,000 cases were packed. This year I do not believe it will be more than 125,000 cases at the most. Last year a good many tomatoes were packed north of us, which will not be packed this year on account of the recent frost and cold spell which killed them off.

Therefore, summing up the situation, we can see no alarm whatever in the thought that the tomatoes packed in Florida this year would weaken the market. The small pack will not be a drop in the bucket. It is merely a weakening of the Northern canner who might have a small spot stock. If they will just get together and sit tight, they will soon be selling their tomatoes in the No. 2 size tn at a dollar per dozen. There is no reason for a weakening at this time.

With the writer's best wishes to all of you, I am,

Very truly yours,

J. LEROY FARMER."

This bears out the prediction that there will not be 200,000 cases packed this season, and that adds nothing to the spot stocks worth considering. The fact is that fresh tomatoes are very scarce in the market and prices high, and the growers will ship every tomato possible, thus keeping them out of the cans.

The sales of future tomatoes have about kept pace with spot sales, there not being many of them, though, of course, in larger blocks. And prices seem to be well maintained, which is the important point, as they are low enough even in face of the new food prices now ruling.

Corn has been very quiet and shows no changes.

Peas are so well cleaned up everywhere that the buyers are finding it a task to get the goods they need.

Naturally the market is strong and the outlook bright, though the report of the Government crop estimators seems to show that the pea canners have added to their earlier intentions and the proposed acreage is even larger than first intended. This is a mistake, we believe. The Division of Crop and Livestock Estimates, under date of March 18th, says about peas:

The intended acreage of green peas for canning or manufacture in 1930 is about 11 per cent larger than the acreage harvested last year, according to the reports received by the United States Department of Agriculture from 217 firms representing 80 per cent of the total acreage grown in 1929. Canners in all States, except Montana, Tennessee and New Jersey, report intentions to plant larger acreages. The intended increases in most of the important areas range from 5 to 14 per cent. In Minnesota, however, an expansion of 43 per cent over last year's acreage is apparently intended. Of the 217 reports received from all States, 146 indicate acreage increases, 25 indicate decreases, and 46 report no change.

If present intentions are carried out, the 1930 acreage will be around 255,000 acres, compared with the estimate of 229,490 acres harvested in 1929. These intentions are necessarily subject to change prior to actual planting, and the final acreage may be either greater or less than present indications.

STATE	1925	1926	1927	1928	1929	Intended Acreage 1930 as % of 1929
	Acres	Acres	Acres	Acres	Acres	P. ct.
Maine	1,770	1,410	720	1,100	1,130	107
New York	33,310	34,990	25,540	32,200	33,810	105
New Jersey	280	350	500	350	400	100
Pennsylvania	1,690	1,400	1,320	1,680	1,730	110
Ohio	4,850	4,210	2,990	4,020	4,380	111
Indiana	4,320	6,000	1,880	5,290	5,770	114
Illinois	8,050	9,200	8,830	8,740	11,010	113
Michigan	13,010	14,430	8,400	8,500	9,010	106
Wisconsin	111,710	106,120	80,000	101,000	111,000	111
Minnesota	7,880	8,570	6,980	7,920	12,670	143
Delaware	2,500	2,000	1,700	2,060	2,530	112
Maryland	11,600	8,800	8,000	10,500	10,800	108
Tennessee	.....	.....	.....	1,400	1,400	100
Montana	.....	.....	.....	3,500	4,500	91
Colorado	3,520	2,570	1,900	3,000	3,600	106
Utah	10,750	9,510	8,460	10,150	11,670	108
California	4,890	2,680	750	1,100	880	119
Other States	6,500	6,640	5,840	3,450	3,500	124
U. S. Total	226,630	218,880	163,810	205,960	229,490	11.2

As to the intentions to plant corn, T. E. Dye, of the Canners' Service Corporation, wrote us under date of March 5th:

Dear Mr. Judge:

On the 22nd ult. we mailed a questionnaire to the corn canners of the United States asking them for information as to the amount of acreage they would have grown for their 1930 pack. To date we have received reports from more than 60 per cent of them, which shows an average increase of 4.4 per cent over their 1929 acreage.

If the above ratio is maintained, and we have every reason to believe it will be, there will be planted over 381,000 acres of sweet corn for canning in 1930, from which it will be possible to duplicate the 1925 production of 24,000,000 cases, depending, of course, on the season. The above figures are based on the actual acreage planted by the respective canners in 1929, the totals of which were 365,393 acres.

We appealed to the canners to reduce their 1929 acreage at least 10 per cent. Twenty-five per cent of those responding heeded the appeal and reduced their acreage just a little more than 10 per cent. The remainder made the increase showing the above results.

It will, no doubt, make the corn canners furiously mad to give publicity to these figures at this time, as it will certainly have a bearing on the future market; however, the situation is so serious that we are entirely willing to take the censure if something can be done that will force them to revise their figures and approach the season in a sane and business-like manner.

Almost every other industry takes cognizance of economic conditions and they are hedging at this time to meet the situation; not so with the canner; he goes on pel-mel, and few of them try to turn their hands to increase consumption.

We have a serious unemployment situation, which will be worse next year than it is this year, just as it has been increasing year by year for ten years, due to the great disparity between agricultural and other lines of industry, and the business that fails to recognize this condition must sooner or later hit the rocks.

We concur in the warning given here, and would advise all canners to go carefully this season, not taking chances on a big surplus in any pack.

Talking with a member of the Farm Loan Bank this week, he said that he was advising all farmers to contract with the canners at their prices, and to avoid free-lance growing, because the contract prices promised to be much better than the market during harvest. Here is a warning which every canner ought to keep in mind. You can take it in two ways: either to reduce your contract prices on canners' crops (and this should be done) or to refrain from contracting and buy on the open market. There is not much doubt but that the crops will be planted and grown, and on the law of averages this year's yields will be large. You will then be free to buy to better advantage.

NEW YORK MARKET

By "New York Stater,"
Special Correspondent "The Canning Trade."

Market Continues Dull—Awaiting the Better Demand. Tomatoes Continue to Fluctuate—Scarcity of Peas Being Felt—Corn Quiet—Buying Some Spinach Futures—Beets Scarce—Improvement in Demand for Fruits.

New York, March 20, 1930.

THE MARKET—The hand-to-mouth attitude continues among grocers and jobbers, and as a result there has been no change in the fundamental situation. Further weakness marked the Southern tomato market, but with admission freely made here that statistically higher prices are justified, but that they will not materialize until the demand improves. Interesting reports from Florida indicate that the tomato pack there will be short. It had been expected that there would be upwards of 200,000 cases of spot 2s available by this time, but factors here have been advised that thus far but about 10,000 cases are actually packed. Little speculative interest has developed in any canned foods, and future buying is almost at a standstill. Canned fish movement has steadied down to routine business. In view of the quietness of the market prices are holding remarkably well, and any surge of buying would bring about an almost immediate upward price movement.

Despite the contradictory evidence, the fact remains unchallenged that this is an excellent spot market. Remaining stocks are not heavy. They are not sufficiently large to adequately fill the need which will develop between now and the introduction of the new packs. Whether the remaining spot goods are sold a case at a time or in 1,000-case lots, they will have to be bought. The best canned food consumption period of the year is upon us, and before the end of May the primary market should be swept clean of all spot goods.

Southern Tomatoes—Prices have been fluctuating slightly during this week, with advances following close upon any evidence of real buying interest. It

would be difficult to clearly represent the price situation, as Tri-State canners apparently are quoting day by day, and no two prices are alike. However, No. 2s range all the way from 90c to $1.00. The exact prices at which sales are being made cannot be determined. For example, it was reported this week that 1,000 cases of Virginia spot tomatoes, No. 3s, had been offered at $1.50, f. o. b. factory. On the other hand, sales were actually made at $1.60 for 3s, and the general quotation for 3s is $1.65 per dozen. No. 10s are not in strong demand, and are now being quoted in some circles at $4.00 per dozen. Little or no business is being placed in futures.

Peas—The lightness of stocks in first hands is being felt more and more, as the small-lot buying persistently eats away the small volume left in packers' hands. This condition has benefited the futures market to some extent, commitments on future peas being greater than in almost any other canned food. Opening prices on new pack hold to about the same level prevailing at this time last year.

Corn—Limited activity continues in this division of the market. Prices show no change. New York future fancy golden bantam is now being quoted for future delivery at $1.00 for No. 1s, $1.40 for 2s, $7.50 for 10s, all f. o. b. factory.

Spinach—Wholesalers here are cleaning up on spot lots, and are acting more freely in spinach futures than in other vegetables. Future fancy Michigan spinach is quoted, f. o. b. factory, at 80c for No. 1 cans, $1.10 for 2s, $1.45 for 2½s and $4.75 for 10s. California prices run $1.20 for 2½s, $4.00 for 10s.

Beets—Cut grades are scarce, and what stocks are available can command good prices. Prices on Wisconsin futures, f. o. b. canneries, s. e. l. cans, run in fancy cuts at 90c for 2s, $1.10 for 2½s, $1.05 for 3s, $3.50 for 10s.

California Canned Fruits—More orders for spot shipments are being sent from this market, and goods are moving into consumption more rapidly than for several months past. Apricots continue weak, and will probably be known as the "white elephant" of the 1929 pack. There was a big pack and a high-cost pack Prices have been resisted ever since the opening last year, and stocks in first hands are reported as entirely too large for this time of year.

Canned Fish—Movement of canned fish has settled down to a routine basis. Salmon may be termed the outstanding pack in demand, but sales are not up to expectations as yet. Tuna is fairly active. Sardines are moving slowly. Prices on practically all fish packs are unchanged.

CHICAGO MARKET

By "Observer"
Special Correspondent of "The Canning Trade"

Jobbers Joining in on the Radio Advertising—Some Report Good Future Sales to Retailers—Lower Food Prices Please the Public—Buying Corn Conservatively—Tomatoes Show Weakness—Pea Market Almost Bare—Beans Easier—Fruit Market Upset.

Chicago, March 20, 1930.

HOOKING UP—A healthy tone pervades throughout canned foods channels of distribution. The reception of the National Canners Association radio broadcast has prompted a number of our jobbers to put on special drives with their salesmen, and it is believed that an increased consumer response will be awakened as a result of the broadcast.

It is a little early to say exactly just what the results may be, but they will be unquestionably far-reaching. Public ignorance regarding canned foods is a subject on which an educational campaign is certainly due.

Buyers here have in general quite low stocks of canned foods and they report business good. Futures are receiving attention on a few items, although it is understood that such deals are largely on those items which must be bought ahead in order to assure supplies, or else in the nature of a protection against future sales jobbers have made to their trade.

Some retail salesmen report good sales of futures to their better class, more permanent type of retailers.

Reduced Food Prices—The public press has recently shown a number of articles on this score, which has resulted in prompting retailers to adjustments of resale prices which they might otherwise overlook.

A return to the good old pre-war basis for food costs will not be without its blessings. The cost of a good meal with plentiful variety will come back into reason again, and there will be a net increase in food consumption. This new situation will stimulate the outlets for canned foods, all, of course, based on the theory of more popularized prices.

With the country on the upgrade as to purchasing ability, and the likelihood of an awakened and broadened interest in popular-priced canned foods, it is only proper to look forward to a big canned foods year.

Corn—A number of steady users continue to find their current needs from week to week without anticipating. They report corn sales good, but have instructions to buy from hand to mouth. A sharp change in the situation may alter their policy over night, because when very many wholesalers try to stock up on white corn all at once they will find supplies entirely exhausted. Meanwhile, no particular price changes.

Tomatoes—Additional weakness evidenced locally this week. Selling pressure from several unexpected quarters, including a number of jobbing resales released because of lessened requirements of original owners.

The situation is perhaps not unexpected in view of the high prices recently ruling, which have discouraged consumers and prompted retailers to stress other items.

There are at least a few optimists here, however, who feel that tomatoes will come back, and they back up their position with some cold, hard statistics which are not subject to the vagaries of market psychology.

Tomato Puree—Sales very slow and prices easier. No. 10 puree, which carried an "asking" price of $5.50 a month ago, is now available at $5.00, with the chance of even a little more concession on quantity business.

It takes a smart man to foresee what public support will be on any item when the price is geared away up beyond normal.

Peas—Market almost bare as to stocks. Hard to find much news regarding an item which does not exist in quantity any longer. No changes in prices, either spots or futures. This should be a good year for pea canners, barring the danger of an over-production, which has probably been forestalled.

Beans—Prices easier, both on spots and futures. This is quite in line with the general conditions at the present time. No doubt the grower will have to modify his ideas on raw materials on beans this year, or his

canner will be in a difficult situation. This especially applies to the cheaper grades of canned beans.

California Fruits—Some inside whispers as to revised spot prices are going the rounds. It is hard to pin down very much that is specific, but buyers generally seem to have a pretty unanimous expectation of easier prices even before next crop becomes available.

The public is all set to eat unprecedented quantities of California canned fruits, provided prices are within reason.

Food for Thought—In talking with one of our best-posted buyers today, a man of long experience in all phases of the wholesale grocery business, he expressed the hope that 1930 would see canned foods back onto price levels throughout which will spell enormously stimulated volume. He points out that many really excellent products are now overpriced, and business on such items is either at a standstill or decreasing.

He points to the situation of preserves right after the war, overpriced to a point where consumers were "off," and it took several years to win back the volume.

This same is true regarding certain canned foods items. The consumer can be won into greatly enlarged support, but it needs attractive values to enlist them.

THE GULF STATES MARKET

By BAYOU

Special Correspondent of "The Canning Trade"

Shrimp Pack Very Dull With But Few to Pack—Fair Demand for Both Raw Headless and Canned Shrimp. Stock Available Moving Out Without Any New Pack to Take Its Place—Fertile Oyster Bottoms in Mobile Bay.

Mobile, Ala., March 20, 1930.

SHRIMP—I wonder if our good friends, the can manufacturers, are any ways worried about the early returns of the prohibition vote in the Literary Digest? It may not mean anything right now, but look at the good business that they would lose if the Eighteenth Amendment was repealed. All the malt that is now put up in cans and legally sold for making homemade bread and cookies will be marketed commercially in the old-fashioned way of wood containers, and the cans will be discarded in the same manner that the H. B. (Home-made Bread) outfits.

However, no matter how worried the canmakers may be, they're not half as uneasy as the home bakers who have become expert at baking malt the Eighteenth Amendment way, and who will be completely out of business if the repeal goes through. The can manufacturers will still have their old friends, the canning industry, to fall back on, who have stuck to them through thick and thin, more thin than thick.

This is getting a bit away from the seafood subject, but, somehow or other, misery loves company, and the shrimp pack game is so awfully dull, without any shrimp to pack, that one takes comfort in knowing that others, too, have problems to meet and solve.

The shrimp pack in Alabama is absolutely at a standstill, and there have not been enough shrimp caught this past week to supply the local demand, much less have any to ship and can.

Mississippi and Louisiana have gotten a few more shrimp than Alabama, but all went to the raw shippers and none were packed.

There is a fair demand for both the raw headless and the canned shrimp, but unless the jobbers have a big stock of canned shrimp tucked away for the proverbial "rainy day" many a jobber is going to have a sad awakening when they dispose of their present stock, and they find that the packers have none in their warehouse from which to draw.

The stock of canned shrimp available in the hands of the packers of this section is moving out without any new pack to take its place, therefore when the present stock is cleaned out the market will be bare as far as the packers of this section are concerned, because the fall pack was a frost and the spring pack has been a double frost, the two together not being 50 per cent of a normal fall pack.

The price of canned shrimp is $1.40 per dozen for No. 1 small and $1.70 per dozen for No. 1 large, fancy, f. o. b. factory.

Oysters—Mobile Bay can truthfully boast of having some of the most fertile oyster bottoms to be found anywhere in this country, because when you can plant seed oysters and shells in June, and they grow and multiply sufficiently by the following February to take up and can, then that's the last word in oyster culture. This is the wonderful performance of Mobile Bay this year. Last June the Conservation Department of Alabama planted five thousand barrels of coon or seed oysters and shells in front of Dauphin Island, familiarly known as Dauphin Island Bay, and there will be no less than 25,000 barrels of matured oysters harvested from this reef or bar by the middle of next month. There was not an oyster on this reef when the Conservation Department of Alabama planted those five thousand barrles of seed oysters, and the oysters have developed so quickly and they are in such good shape that the Collier Canning Company, at Dauphin Island, has canned quite a good many barrels this month so far, and expects to continue to pack them through March. The raw shippers, too, draw some of their supply from this reef. Other reefs in Mobile Bay are doing equally as well, but these had oysters before the freshet killed them last spring.

The raw market is somewhat dull this week, due to warm weather, but it was quite active last week, when the weather was cold.

Cove oysters are moving in spurts to conform with the "hand-to-mouth" method that the trade has in buying. It is likely that the seafood canning plants of this section will shut down on oysters after this month, which is a commendable move, even if the oyster pack is subnormal, as business conditions suggest this.

THE OZARK MARKET

By OZARKO

Special Correspondent "The Canning Trade."

Business Continues Quiet—Spot Tomato Prices Lower. Future Prices Hold—Beans Move Slowly—No Offerings of Spinach—Only Few Will Pack It This Season. Growers Busy.

Springfield, Mo., March 20, 1930.

GENERAL BUSINESS—Business in general has been very quiet throughout the Ozarks during the past week. This applies to the average jobber as well as to the retail merchants. This condition, however, is not unusual for this season of the year.

Spot Sales—A very light volume of business has been transacted during the past week in the sales of spot tomatoes and green beans. It is presumed that this is brought about on account of jobbing grocers preferring to delay further purchases until these items are needed to meet the actual demands of the trade. There is no evidence that would tend toward speculation.

Prices Spot Tomatoes—Canners' holdings of spot tomatoes are very limited at this time, and prices are held generally about as follows: No. 1 standards, 62½ to 65c dozen; No. 303 cans, 90c dozen; No. 2 standards, 95c dozen; No. 2 ex. standards, $1.05 to $1.10 dozen; No. 2½ standards, if obtainable, $1.40 to $1.50 dozen; No. 10 standards, $4.75 to $5.00 dozen. There seems to be no disposition on the part of the few canners holding spot tomatoes to shade prices in order to secure business. These canners firmly believe there will be a greater demand later on than it will be possible to supply from the Ozarks.

Future Tomatoes—No change whatever in the prices on future tomatoes from those quoted in our last week's market letter. There are fewer canners, however, with offerings of future tomatoes on the market than has been the case at this period in the season for some years past. It would not be possible for brokers to handle orders for any good size blocks of future tomatoes of any one pack, as practically all of the larger canners have sold to their limit and have withdrawn from the market.

Spot Green Beans—The demand for this item has been somewhat less than was expected, and most sales have been part carlots of No. 2 cuts at 95c to $1.00. The No. 2 standards cuts can be bought in the district at 95c. No. 10 cuts are in very light supply at $5.00 to $5.25. The few canners holding spot green beans firmly believe that there will be a greater demand during the spring months than will be possible to supply from the Ozarks.

Future Green Beans—Orders could be confirmed for shipment when packed, either in straight carlots or the beans to be held for shipment in cars with tomatoes at the following range of prices: No. 1 standard cuts, 70c dozen; No. 303 standard cuts, 90 to 95c dozen; No. 2 standard cuts, 95c to $1.00 dozen; No. 10 standard cuts, $4.75 to $5.00 dozen. There will be very limited pack by only a few canners in the extra standard cuts, No. 2 size, $1.00 to $1.05; No. 10 size, $5.00 to $5.25. Also extra standards, whole, No. 2 size, $1.20, No. 10 size, $6.00. The canners who contemplate packing the whole beans will probably limit the pack of same to orders sold as futures.

Spot Greens—There are still a few canners holding limited offerings. Mustard greens, No. 2 cans, 90c; No. 2½ cans, $1.20; No. 10 cans, $4.50.

Spot Blackberries—Standard water pack, E-L cans, No. 2 cans, $1.10; No. 10 cans, $5.25.

Spot Canned Apples—Offerings very limited. No. 2½ cans, $1.10; No. 10 cans, $3.75.

Spinach—There are no spot offerings of spinach in the Ozarks. Just four or five canners in the district contemplate having a light spring pack of spinach, but we hear of no prices being quoted on same as yet for shipment when packed. It is expected that the demand will far exceed the supply that will be available.

Growers Busy—From every direction in the district we have reports that the growers are busy plowing their land and getting ready for spring work. It has been observed in the past that winter plowing, or very early spring plowing, adds materially to the chances for good crop yields, if the weather conditions are favorable during crop season. It is now thought that we will have an early crop season in the Ozarks.

CALIFORNIA MARKET

By "Berkeley,"
Special Correspondent "The Canning Trade."

Careful Buying Marks the Market—Spinach Canning Begins—Some Early Quotations Show Lower Than Last Season—Smaller Pack, as Acreage Is Only About Half of Last Year's—Canning Asparagus—Same Prices Promised on Tomatoes—Larger Acreage of Peas, but Mainly for Fresh Market.

San Francisco, March 20, 1930.

QUIET—The market on practically all canned foods seems rather quiet, with buyers continuing to make purchases only as additional stocks are urgently needed. Consumption has doubtless been interfered with to some extent by the general business recession, which is unquestionably with us, but the falling off in the sales of such lines as canned fruits, vegetables and fish is not reported as being especially marked by retail grocers. No one seems to care to go into the new season with larger stocks than seem necessary, and both retailers and wholesalers are angling for lower prices. In some instances concessions are being secured from canners, but on the whole prices are being rather well maintained. Fruits are probably the weakest of the entire list, but it is only on apricots and pears that there is any special sales pressure being brought to bear. The entire vegetable line is firm and the same is largely true of fish.

Spinach—The packing of spinach commenced this week at several places, and will soon become general. The trade is still waiting for opening prices, but these will undoubtedly make their appearance during the next ten days. Several small packers in the southern part of the state have come out with definite prices on a lower scale than those of last year, but a very small business has been booked so far. Packers in Northern and Central California, where the bulk of tthe pack is made, have withheld the naming of prices until crop conditions were fairly well settled. A substantial reduction in the size of the pack is in sight, the acreage being estimated at 9,304 acres, as compared with 17,492 acres in 1929. Despite the anticipated reduction in output, lower prices are likely, with some forecasting an opening price of $1.25 a dozen on the No. 2½ size, and other sizes in proportion. An output of less than 3,000,000 cases seems in sight.

Asparagus—The packing of asparagus has been started at several points in the Delta region, but it will be several weeks before operations will be at a peak stage, as heavy shipments continue to be made to the markets. Canning commenced earlier than last year, owing to the ideal growing weather experienced in February and in the early part of March. Rains have come at fairly frequent intervals, and the weather has been warm. The pack promises to be somewhat larger than that of last year, but much depends on the rains of the next two months. Opening prices on this vegetable are due to make their appearance at any time, and a good early business is expected, as last year's pack has been practically cleaned up.

Tomatoes—Opening prices on future tomatoes are also in the offing, and promise to be about the same as those of 1930. In recent years canners have been naming fairly low opening prices on tomatoes, increasing these later in the season. An increase of about 16 per cent in the acreage devoted to canning tomatoes is anticipated from reports to canners, but prices to growers remain the same, $15 a ton. Tomatoes of last season's pack are still available from first hands, but these are in limited quantities, with the active period of consumption just at hand.

Peas—About 23,500 acres have been devoted to peas in California this year, as compared with 18,750 acres in 1929. Most of the crop will be marketed in the fresh form, however, the canning of this vegetable having dwindled away to comparatively small proportions.

Fish—The demand for canned fish, as far as first hands are concerned, has been rather disappointing of late, although some are suggesting that a brisk business may be expected by the end of the month. Alaska red salmon is largely out of first hands, but other grades are to be had in fair supply. Sardines do not seem to be attracting much attention, in either the domestic or foreign markets, and tuna has not shown the activity expected of it.

Canned and dried milk continues to be an important article of export out of the port of San Francisco, shipments in 1929 amounting to 35,456,000 pounds, a gain of almost 3,500,000 pounds over the amount exported in 1928. The Orient, including the Philippine Islands, China and Netherland East Indies, took 77 per cent of the year's total, and Latin American countries accounted for 21 per cent.

The Alaska Packers Association of San Francisco has purchased the Crosby Fisheries, Inc., operating in Alaska, with headquarters at Seattle. The newly acquired concern operates in the Karluk district, and carries on fishing operations in the Shelikof Strait, one of the richest salmon banks in the world. With the purchase goes the Salmon King, one of the largest vessels in the salmon packing business, and this is now en route to San Francisco to be outfitted for the coming season.

What Canned Foods Distributors are Doing

Head of American Wholesale Grocers' Association Replies to Member on Solution of Present Ills—Packers Amend Modification Petitions—Sharp Gain Shown by Great Atlantic & Pacific Tea Company Since Last October—American Stores Company Excellent Showing in 1929—Court Finds Chain and Independents Differ Only in Details.

PRESIDENT McLAURIN ANSWERS INQUIRY—A recent letter from J. H. McLaurin, President of the American Wholesale Grocers' Association, to members on the subject of correcting the current ills in the wholesale grocery business, and headed "What are you going to do about it," was productive of many responses.

One of the replies reads as follows: "We beg to acknowledge receipt of your letter, asking us what we are going to do about it, but you do not solve the problem. We would like to know what you would do about it if you were in our shoes."

We answered the above letter as follows:

"Answering your question direct, I shall very promptly tell you what I would DO about it. In the first place, I would DO, and in that I would be accomplishing something that no association could do for me, and that none of my neighbors could do for me, and that no other agency outside of myself could ever accomplish.

"I say to you in all frankness that the difficulty in the wholesale grocery business is that the individual wholesale grocer has been looking out of his window for some other agency to perform for him the job that only he himself can perform—he has expected some association to do that for him, and the association not having done it, accounts today for association work being discredited as it is by the wholesale grocer himself. An association is merely a means to an end and not the end itself, a fact that most wholesale grocers are yet to learn.

"What would I do about it? Well, here are some of the things that I would do if I were a wholesale grocer on your market:

"First: I would call together my independent retail customers, that is, those who are intelligent and able to understand and seriously consider the basic principles of merchandising, and would have them lunch or dine with me (just as often as I thought necessary), and discuss with them our mutual needs and lay plans for meeting chain store competition, in accordance with just whatever ways the conditions on my particular market might inspire. I would do this collectively with my wholesale grocer neighbors if they would—otherwise alone.

"Second: I would immediately plan to remove and modernize the independent grocery stores on my market (Oh, yes, it can be done and it is going to be done sooner or later). I would refuse to give special prices and concessions to chain stores while exacting higher prices from my independent retail grocers to their discomfort and destruction.

"Third: I would try to devote, at least a few hours each day, to my independent retail grocers, creating thereby a bond of sympathy and consciousness on my part in the personal interest they were doing for themselves and for me. I would work out with them plans by which mutual assistance could be rendered in the conduct of our industry.

"Fourth: I would start a correspondence with manufacturers such as I had never indulged in before with reference to their duplicity and their crooked dealings as between wholesale grocers and chain stores. The time is ripe for that. Whatever virtues Mr. Henderson's radio talks may NOT have (and they have many) they are certainly resulting in manufacturers doing a lot of deep thinking, and the same applies to wholesale and retail grocers.

"Fifth: I would make the effort of my life to bring the wholesale grocers of your city together in one of the most earnest, heart-stirring, deep-thinking, honest-to-goodness consideration of the wholesale and retail grocery business in your city which would stir that city from center to circumference. That is what your town needs perhaps more than anything else.

"Of course, I cannot speak with confidence concerning your market, because the American Association is not well thought of among you gentlemen, and for that reason very little correspondence comes to us out of your market by which I would be able to gauge any very intelligent understanding of just what your conditions are. However, it is my sincere desire to be of whatever assistance I can, if any.

"I could continue indefinitely in numerical citation of what I know to be the things that I would undertake if I were in your shoes. The above are just a few. The suggestions that I have made admit of great elaboration and detail, and not to be indulged in in a communication of this kind.

"The solution to this problem is one that your entire market should take hold of and cease the expectation and demand that some trade association can do the job for you. There may be such an association that can perform that miracle, but I doubt it.

"In closing I repeat that what is needed today in order that the problem may be solved is that the wholesale grocer shake off his lethargy, awaken from his Rip Van Winkle sleep and rescue his industry from complete demolition. I contend that it is not yet too late for that to be done, and I say to you again if you feel that the American Association is capable of being of any service to you in your efforts to accomplish the desired results, you have but to command us."

Packers to Amend Modification Petitions—Swift & Co. and Armour & Co., who are seeking modification of the Packers' Consent Decree, on March 14 were granted 20 days within which to file an amended petition for such modification. The order was signed by Justice Stafford.

This action is nothing more than a technical step in the progress of the case and has no other legal significance save that of delay. Under the liberal rules of the Court for amending petitions, the leave granted the packers followed as a matter of usual procedure.

In the view of the American Wholesale Grocers' Association, however, this action, apart from its technical considerations, indicates that the packers, after the vigorous attack made on their petitions on February 27 by Edgar Watkins, the Association's counsel, became conscious of the weakness of their original petitions and felt the need of strengthening their positions by amendment.

A. & P. Business Shows Sharp Gain—The current business recession has not affected in any way the business of the Great Atlantic & Pacific Tea Company. On the contrary, sales have shown a decided upward trend since the stock market break last fall. As a matter of fact, its showing has been so favorable that it has been requested by the U. S. Department of Commerce to make public its sales figures, as it is the largest chain store organization in the world.

The Department of Commerce considered these figures especially significant, as the 15,000 or more stores of the chain cover practically the entire country, and therefore its figures are free from any sectional influence. The sharp advance since last October, for example, reflected growing business of regularly-established stores, rather than as a result of an increase in units.

These figures, just made public this week, show that sales of the five-week period in January of this year reached a new high of $104,270,933, as compared with $91,982,770 in January of last year. This is a gain of $12,288,163, or 13.3 per cent.

The gain in December, 1929, was $12,348,847, or 16.48 per cent. In November gain totaled $9,870,182, or 13.36 per cent, and in October, $12,565,683, or 13.44 per cent.

These statistics are considered very impressive because they represent gains during the period of the stock market break and following confusion, when business conditions were greatly unsettled and retail food prices showed severe declines. Prior to the stock market break, in September, sales increased $5,910,168, or 8.52 per cent, as compared with September, 1928.

American Stores Company Showing in 1929—Concentration and promotion of sales in established units resulted in an increase in the profit margin on each dollar of sales of the American Stores Company, the statement for 1929 reveals.

The net income last year was $6,594,822, or $4.25 a share, as against $5,570,669 in 1928, or $3.31 a share. Gross sales in 1929 reached a record total of $143,346,157, as against $137,311,513 in 1928.

The 1929 sales record was considered unusually good, as the company added but 98 stores to its chain during the year, bringing the total to 2,644 units. In the preceding three years expansion was at the average rate of 187 additional stores each year.

The decline in expansion activities in 1929 was considered the greatest factor in increasing profit margin on sales, as this company has followed a policy of providing all expansion costs out of current profits. The 1929 additions were made through opening of new stores and by the cash purchase of the Cupp Grocery stores, Johnstown, Pa., 62 units doing a gross business of about $2,000,000 annually.

Find Chains and Independents Differ Only in Details—Albert H. Morrill, general counsel for the Kroger Company, declares that "the most radical decision thus far rendered by a court of last resort in any State, in the recent history of anti-chain store legislation, is that involving the first North Carolina anti-chain bill. There the Supreme Court flatly held that any statute which imposed a tax on chain operators different than that levied upon unit storekeepers, violated the Federal and State constitutions because, as it said, business of chain operators differed from that of unit operators only in matters of detail and methods of buying and selling merchandise. There being no

PUBLIC SALE
Of Valuable Real Estate and Machinery, Located at Mt. Pleasant, New Castle County, State of Delaware.

The undersigned, owner, will offer at public auction, on the premises, at Mt. Pleasant, New Castle County, Delaware, on Wednesday, April 9th, 1930, at 11 A. M., all that lot or parcel of ground situate at St. Georges Hundred, New Castle County, State of Delaware, containing three acres of land, more or less, which is the same and all the land described in deed from Henry S. Brady and wife to Harry P. Strasbaugh, dated April 29th, 1915, and duly recorded among the Land Records of said county at Wilmington, in Deed Book P, Folio 25, page 314.

This property is improved by fine canning plant suitable for canning corn or other vegetables, and is thoroughly equipped with the latest improved machinery for canning corn. The plant has a rated capacity for 2500 cases No. 2 cans per day. Attitude of growers most satisfactory. One of the best located factories; P. R. R. siding; ample building to double line plant or equip for peas, string beans or tomatoes. Ample water supply; ample day help obtainable within one or one and one-half miles of plant.

The above property will be offered by the undersigned first as a whole and thereafter, in his sole judgment, the plant and building will be offered in one parcel and the machinery offered separately, and he reserves the right to accept the bids if the property is offered in parts, provided the amount offered exceeds the bid price for the property when offered as a whole.

Terms of Sale: If the property is sold as a whole, a cash deposit of One Thousand ($1,000) Dollars will be required on day of sale, the balance of purchase money to be paid as follows: One-third of the whole within thirty days and the balance in sixty days, deferred payments to be secured to the satisfaction of the undersigned and to bear interest at the rate of 6%; if the property is sold in parcels all sums below One Hundred ($100) Dollars will have to be paid for in cash on the day of sale, and as to all personal property, which is machinery, etc., same shall be removed from the premises within one week from the day of sale, and before removal paid for in cash; on the day of sale a deposit of 25% of sale price will be required. In the event of sale of land and buildings as a separate parcel a deposit of Five Hundred ($500) Dollars will be required on the day of sale and the balance of the purchase money to be paid one-third within thirty days and the balance within sixty days, deferred payments to be secured to the satisfaction of the undersigned and to bear interest at the rate of 6%, or all cash, at the purchaser's option. All taxes and other liens against the property are to be settled or allowed for to the purchasers up to and including the day of sale.

WILLIAM P. STRASBAUGH. Owner.

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For details of the property address William P. Strasbaugh, Aberdeen, Md., or Harry E. Karr, 1503 Fidelity Building, Baltimore, Md. Arrangements can be made with probable purchasers to view property ahead of sale upon application to either of above.

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fundamental or substantial difference, the court said there was no basis for a special tax.

"The Supreme Court of New York has but recently affirmed the principle, which has thus far always been recognized by the courts of every State of the United States, that a tax passed to protect one class from the fair, free and full competition of some other class, was an invalid exercise of the police power.

"Legislatures which have seriously considered chain legislation welcome any suggestions of new means for raising additional revenue. In fact, anti-chain legislation is conceived, framed and promoted for the purpose of controlling a natural economic trend for the benefit of a small minority, although this same minority seeks to claim that chains have or will become monopolistic. The fact that chain organizations today control less than 33 per cent of retail selling does not soften the harshness of the charges made by this minority.

"In considering the validity or possibility of any anti-chain legislation, it must be borne in mind that the chain pays the same rent, the same taxes, the same charge for hauling and transportation, as is paid by the independent. It leaves in the pockets of every community what is the admitted difference between the price which that community pays to chains for its commodities and that which it is accustomed to pay to the unit store."

APPLE TREES PROPERLY FERTILIZED THRIVE IN SOD

L. Walter Sherman, Ohio Experiment Station.

ON the Mahoning County Experimental Farm a young orchard set out in 1921 partly in sod and partly under cultivation came into bearing in 1929 with fully half of the trees producing some fruit. While it may not be indicative of future fruitfulness of these two sections of the orchard, it is interesting to note that the trees set in sod with proper yearly ferilization grew faster and came into bearing earlier than those grown under cultivation but without any nitrogen fertilizers applied.

The one section of this orchard was set out in the original native sod amid stumps and briars and has never been plowed or cultivated in any way. Since 1924 regular applications of nitrate of soda have been given this sod section, the amount being increased one-fourth pound each year till in 1929 the application was two and three-fourths pounds per tree. This is applied under the outer branches of the trees and is put on in the spring as soon as growth starts but before blooming. The sod section is mowed twice a year, the grass cut is allowed to remain where it fell or it is raked up and used as a mulch under the trees.

In the cultivated section of this orchard intercropping has been followed in part, and in part summer tillage followed by a winter cover crop, such as rye and vetch. No intercropping has been done the last two years because of the conflict between the trees and the intercrop. No nitrates have been used about these trees but when an intercrop was grown it was liberally fertilized with commercial fertilizer.

In 1928 one variety fruited on the unfertilized cultivated section and four varieties on the fertilized sod. In 1929 the numbers were respectively nine and ten, a difference not as marked as that shown by the yields per tree under the two systems.

Leaving the variety question out, the following table shows a very interesting contrast between these sections.

	No. of trees producing	Pc. produc'g	Yield 1929	Average yield per tree
Cultural section of 39 trees.....	14	36	81 Lb.	5.7 Lb.
Sod section of 64 trees	45	70	409 Lb.	9.1 Lb.

We thus have nearly twice as large a percentage of the trees in the sod section producing fruit, with an average of 3.4 lb. more fruit per bearing tree or 4.31 per tree.

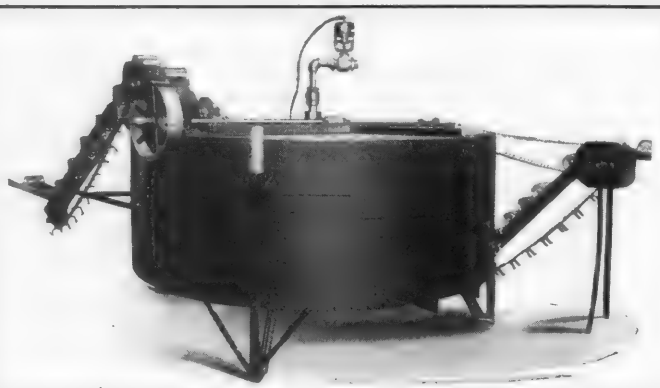
When we compare the same variety under the two systems we get just as interesting results.

Variety	Cultivated Section: No of trees producing	Cultivated Section: Yield average	Sod Section: No. of trees producing	Sod Section: Yield average
Wealthy....	4	14.9 Lb.	4	55.0 Lb.
Jonathan...	4	2.7 Lb.	14	4.1 Lb.
Wagener....	2	1.0 Lb.	10	8.1 Lb.

In every instance a given variety produced more fruit in the sod section than in the cultivated section, as the three varieties in the above table well illustrate.

Not only have they come into bearing sooner and for the first two years produced more fruit per tree, but also the trees themselves are larger and thriftier in the sod section than in the cultivated.

As a matter of caution it may be wise to stress that the above results do not mean that apple trees can be set in sod and allowed to shift for themselves in their fight for plant food and against weeds and grass. They cannot do this. Set out in sod, trees should have an annual spring application of nitrogen fertilizer and the weeds and grass should be mowed at least twice a year. The interesting thing to us at this farm is that it has been possible to grow apple trees up to bearing age so well without the labor of annual cultivation.



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NEW STRINGLESS KIDNEY WAX. The Most Popular Wax Bean Used by the Canning Industry.

YES WE HAVE SOME BEANS

Shipping Point: DETROIT, MICH.

BETTER SEEDS
FOR
BETTER PACKS

PEAS, BEANS, CORN, TOMATO, BEET

All Seeds Required by the Pickling and Canning Industry

FOR SPRING SHIPMENT OR FUTURE CONTRACT

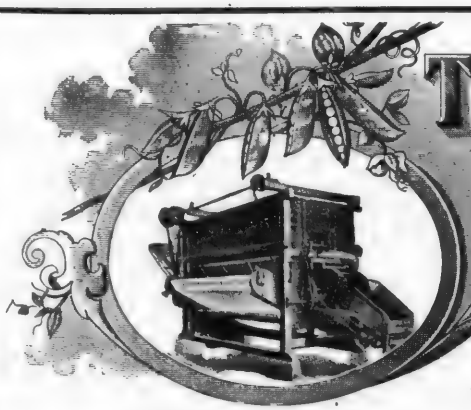
Correspondence Invited **Catalogue on Request**

JEROME B. RICE SEED CO.

Wholesale Seed Growers

CAMBRIDGE, NEW YORK

BRANCHES THROUGHOUT THE WEST



The Scott Viner Co.

PEA HULLING MACHINERY.

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Columbus, Ohio

THOM. A. SCOTT (FORMER MANAGER OF THE LIQUIDATED CHISHOLM-SCOTT CO.) GEN. MGR.

BLISS

HIGH SPEED AUTOMATIC CAN MAKING MACHINERY

Thread Rolling

"Bliss" No. 219 Thread Roller

We build a large number of machines for rolling threads on sheet metal articles. The Bliss No. 219 which handles work from 3/8" to 4½" in diameter and up to 2" in height is of exceedingly simple design and rugged construction. It is the ideal machine for manufacturers of cans with threaded caps. On some classes of work a production of 125 or more a minute is obtained.

Builders of the 300 a minute line

E. W. BLISS CO. BROOKLYN N. Y., U. S. A.

Sales Offices { Detroit, Cleveland, Chicago, Cincinnati, Philadelphia, New Haven, Rochester

LABELS

—as you like them
—when you want them

We are so located that we can take care of all your wants, promptly, dependably.

Avoid a rush-job. Give us time and we can give you the better job. But we can take care of the rush job, too.

—Labels of every description
—As many colors as desired
—And at the right prices

Piedmont Label Co., Inc.
Bedford, Va.

SMILE AWHILE

There is a saving grace in a sense of humor.

Relax your mind—and your body. You'll be better mentally, physically—and financially

Send in YOUR contribution

All are welcome.

CAUSE FOR WORRY

"What is your chief worry?"
"Money."
"I didn't know you had any."
"I haven't."

A GENTLE HINT

Mr. Peck (reading from the newspaper)—Listen, my dear. A burglar shot at a man and the bullet struck a button, thus saving his life. Do you know, I could never have so providential an escape under the circumstances.

Mrs. Pack—Why so?

Mr. Peck—Because a man could shoot all day at me with a revolver and never hit a button.

A MISTAKE

Little Willie (running home)—Oh, mother, there's going to be trouble down at the Jones market.

Mother—Why?

Willie—Mrs. Jones has a baby girl and Mr. Jones had a sign in his window for a week, "Boy Wanted."

GOOD REASON

Irish Traffic Officer (to speeder)—Have you a permit for driving an automobile?

Speeder—Sure; I have got it here in my pocketbook.

Officer—That's all right. If ye've got it I don't need to look at it. If ye didn't have one I'd have to see it.

KNOWS HIS DAD

Teacher was giving a lesson on idiosyncrasies of March.

"What is it," she asked, "that comes in like a lion and goes out like a lamb?"

"Father," replied the smallest pupil.

THAT'S EASY

Little Jean, who was driving through the country with her uncle, clamored to be taken back to the city, claiming that there was nothing to see in the country.

"Why," said her uncle, when trying to attract her attention, "See all the pretty cows over in the pasture, and they can't hurt you because there is a fence around them."

Jean was silent a moment, and then expressed her skepticism. "Huh," she said, " a cow jumped over the moon once, so I don't see why it couldn't jump over a fence."

MAKING IT HOT

Tillie—But, mother, I can't marry him. He's an atheist, and doesn't believe there is a hell.

Mother—Go ahead and marry him, and between us we'll convince him he's wrong.

WHERE TO BUY

—— the Machinery and Supplies you need, and the Leading Houses that supply them. Consult the advertisements for details.

ADHESIVES, Pastes and Gums.
Fred H. Knapp Corp., Ridgewood, N. J.

ADJUSTER, for Chain Devices.
Hamachek Mach. Co., Kewaunee, Wis.
Apple Paring Machines. See Paring Mach.

BASKETS, Picking.
Planters Mfg. Co., Portsmouth, Va.
Swing Bros., Inc., Ridgely, Md.

BEAN SNIPPER.
Chisholm-Ryder Co., Niagara Falls, N. Y.

BEET MACHINERY.
Ayars Mach. Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Baskets, Wire, Scalding, Pickling, etc. See Cannery Supplies.

BELTS, Carrier, Rubber, Wire, etc.
La Porte Mat and Mfg. Co., La Porte, Ind.
Bean Cleaners. See Clean and Grad. Mach.
Beans, Dried. See Pea and Bean Seed.

BLANCHERS, Vegetable and Fruit.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Blowers, Pressure. See Pumps.

BOILERS AND ENGINES, Steam.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.

BOOKS, on Canning, Formula, Etc.
A Complete Course in Canning.
How to Buy and Sell Canned Foods.
A History of the Canning Industry.
The Almanac of the Canning Industry.
All published by The Canning Trade, Baltimore.
Bottle Caps. See Caps.
Bottle Cases, Wood. See Boxes, Crates.
Bottle Corking Machines. See Bottlers Mchy.

BOTTLERS' MACHINERY.
Ayars Mach. Co., Salem, N. J.
Edw. Ermold Co., New York City.
Bottle Screw Caps. See Caps.

BOXES, Corrugated Paper.
Hinde & Dauch Paper Co., Sandusky, O.
U. S. Printing & Litho. Co., Cincinnati, Ohio.

BOX (Corrugated) SEALING MACHINES.
Fred H. Knapp Corp., Ridgewood, N. J.
A. K. Robins & Co., Inc., Baltimore.
Boxes, Corrugated Paper. See Cor. Paper Prod.

BOXES, Lug, Field, Metal.
Berlin-Chapman Co., Berlin, Wis.

BOXING MACHINES.
Fred H. Knapp Corp., Ridgewood, N. J.
Westminster Mach. Works, Westminster, Md.

BROKERS.
J. Harry Cain, Baltimore.
Howard E. Jones & Co., Baltimore.
Thomas J. Meehan & Co., Baltimore.
Phillips Sales Co., Cambridge, Md.
Buckets and Pails, Fiber. See Corr. Paper Products.
Buckets and Pails, Metal. See Enameled Buckets.
Buckets, Wood. See Cannery Supplies.

BURNERS, Oil, Gas, Gasoline, etc.
A. K. Robins & Co., Inc., Baltimore.

BY-PRODUCTS, Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Cabbage Machinery. See Kraut Mchy.

CANNERS, Fruits and Vegetables, etc.
California Packing Corp., San Francisco.

CAN COUNTERS.
Ams Machine Co., Max, New York City.
Ayars Mach. Co., Salem, N. J.
Can Conveyors. See Conveyors and Carriers.
Can Fillers. See Filling Machines.

CAN MAKERS' MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago.
Slaysman & Co., Baltimore.
Can Markers. See Stampers and Markers.

CAN SEALING COMPOUNDS.
Ams Machine Co., Max, New York City.

CAN WASHING MATERIALS.
J. B. Ford Co., Wyandotte, Mich.

CANS, Tin, All Kinds.
American Can Co., New York City.
Continental Can Co., New York City.
Heekin Can Co., Cincinnati, O.
Metal Package Corp., New York-Baltimore.
Phelps Can Co., Baltimore.
Phillips Can Co., Cambridge, Md.

CAN WASHING MACHINES.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.

CANNERY SUPPLIES.
Ayars Mach. Co., Salem, N. J.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Can Stampers. See Stampers and Markers.

CAPPING MACHINES, Soldering.
Ayars Mach. Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Capping Steels, Soldering. See Cannery Sup.

CARRIERS AND CONVEYORS, Gravity.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Cartons. See Corrugated Paper Products.
Catsup Machinery. For the preparatory work: see Fulp Mchy; for bottling: see Bot. Mchy.
Chain Belt Conveyors. See Conveyors.
Chain for Elevating, Conveying. See Conveyors.
Checks, Employers' Time. See Stencils.
Chutes, Gravity, Spiral. See Carriers.

CLEANERS AND CLEANSERS.
J. B. Ford Co., Wyandotte, Mich.

CLEANING AND GRADING MACHY., Fruit.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Cleaning and Washing Machines, Bottle. See Bottlers' Machinery.
Cleaning Machines, Can. See Can Washers.

CLOCKS, Process Time.
Ayars Mach. Co., Salem, N. J.
Sprague-Sells Corp., Chicago.

CLOSING MACHINES, Open Top Cans.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.
Coils, Copper. See Copper Coils.
Condensed Milk Canning Machinery. See Milk Condensing Machinery.

CONVEYORS AND CARRIERS, Canners.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

COOKERS, Continuous, Agitating.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.
Cookers, Retort. See Kettles, Process.

COOLERS, Continuous.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.

COPPER COILS, for Tanks.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Copper Jacketed Kettles. See Kettles, Copper.

CORKING MACHINES.
Edw. Ermold Co., New York City.

CORN COOKER-FILLERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN CUTTERS.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN SHAKERS.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.

CORN HUSKERS AND SILKERS.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
United Company, Baltimore.
Corn Mixers and Agitators. See Corn Cooker Fillers.

CORRUGATED PAPER PRODUCTS (Boxes, Bottle Wrappers, etc.).
Hinde & Dauch Paper Co., Sandusky, O.
U. S. Prt. & Litho. Co., Cincinnati, O.
Counters. See Can Counters.
Countershafts. See Speed Reg. Devices.

CRANES AND CARRYING MACHINES.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

CRATES, Iron Process.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Cutters, Corn. See Corn Cutters.
Cutters, Kraut. See Kraut Machinery.
Cutters, String Bean. See String Bean Mchy.

CULTURES, Inoculation.
Strasburger & Siegel, Baltimore.

DECORATED TIN (for Cans, Caps, etc.).
American Can Co., New York City.
Continental Can Co., New York City.
Dies, Can. See Can Makers' Mchy.
Double Seaming Machines. See Closing Mach.

DRYERS, Drying Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Slaysman & Co., Baltimore.
Employers' Time Checks. See Stencils.

ENAMELED BUCKETS, PAILS, Etc.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Engines, Steam. See Boilers and Engines.
Enamel-Lined Kettles. See Tanks.

EVAPORATING MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.

EXHAUST BOXES.
Ayars Machine Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Factory Stools. See Stools.
Factory Supplies. See Cannery Supplies.

FACTORY TRUCKS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

FIBRE CONTAINERS for Food (not hermetically sealed).
American Can Co., New York City.
Continental Can Co., New York City.
Hinde & Dauch Paper Co., Sandusky, O.
U. S. Prt. & Litho. Co., Cincinnati, O.

FIBRE PRODUCTS, Boxes, Boxboards, Etc.
Hinde & Dauch Paper Co., Sandusky, O.
U. S. Printing & Litho. Co., Cincinnati, Ohio.
Fillers and Cookers. See Corn Cooker-Fillers.
Filling Machines, Bottles. See Bottlers' Mchy.

FILLING MACHINES, Can.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Filling Machine, Syrup. See Syruping Mach.

FINANCING AND WAREHOUSING.
Guardian Warehousing Co., Chicago.

FINISHING MACHINES, Catsup, Etc.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Friction Top Cans. See Cans, Tin.
Fruit Graders. See Clean. & Grad. Mchy., Fruit.
Fruit Parers. See Paring Machines.

FRUIT PITTERS AND SEEDERS.
Huntley Mfg. Co., Brocton, N. Y.
Fruit Presses. See Cider Makers' Machinery.
Gasoline Firepots. See Cannery Supplies.

GENERAL AGENTS for Machinery Mfrs.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Generators, Electric. See Motors.

WHERE TO BUY—Continued

GLASS-LINED TANKS.
Sprague-Sells Corp., Chicago.
Governors, Steam. See Power Plant Equipment.
Gravity Carriers. See Carriers and Conveyors.
Green Corn Huskers. See Corn Huskers.
Green Pea Cleaners. See Clean. and Grad. Mchy.
Hoisting and Carrying Machines. See Cranes.
Hullers and Viners. See Pea Hullers.
Huskers and Silkers. See Corn Huskers.

INOCULATION, for Peas, etc.
Strasburger & Siegel, Baltimore.

INSURANCE, Canners'.
Canners' Exchange, Lansing B. Warner, Chicago.
Jacketed Kettles. See Kettles, Copper.

JACKETED PANS, Steam.
F. H. Langsenkamp Co., Indianapolis.
Sprague-Sells Corp., Chicago.

KETTLES, Copper, Plain or Jacketed.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Kettles, Enameled. See Tanks, Glass-Lined.

KETTLES, Process.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

KNIVES, Miscellaneous.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT CUTTERS.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT MACHINERY.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.

LABELING MACHINES.
Edw. Ermold Co., New York City.
Fred H. Knapp Corp., Ridgewood, N. J.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
Westminster Mach. Works, Westminster, Md.

LABEL MANUFACTURERS.
H. Gamse & Bro., Baltimore.
R. J. Kittredge & Co., Chicago.
National Color Printing Co., Baltimore, Md.
Piedmont Label Co., Bedford, Va.
Simpson & Doeller Co., Baltimore.
Stecher Litho. Co., Rochester, N. Y.
U. S. Printing and Litho. Co., Cincinnati.

LABORATORIES, for Analyses of Goods, Etc.
National Canners Assn., Washington, D. C.
Strasburger & Siegel, Baltimore.

LIMA BEAN RUBBERS.
The Scott Viner Co., Columbus, O.
Markers, Can. See Stampers and Markers.
Marmalades, Machinery. See Pulp Machinery.

MILK CONDENSING AND CANNING MCHY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Molasses Filling Machine. See Filling Mach.

OYSTER CANNERS' MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Machine Co., Baltimore.
Packers' Cans. See Cans.
Pails, Tubs, etc., Fibre. See Fibre Cont.
Paper Boxes. See Corrug. Paper Products.

PARING MACHINES.
Sinclair-Scott Co., Baltimore.

PASTE, CANNERS'.
Edw. Ermold Co., New York City.
Fred H. Knapp Corp., Ridgewood, N. J.
A. K. Robins & Co., Inc., Baltimore.

PEA AND BEAN SEED.
Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
J. B. Rice Seed Co., Cambridge, N. Y.
Rogers Bros. Seed Co., Chicago.
Washburn-Wilson Seed Co., Moscow, Idaho.

PEA CANNERS' MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Scott Viner Co., Columbus, O.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PEA HULLERS AND VINERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

PEA VINE FEEDERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

PEELING KNIVES.
A. K. Robins & Co., Inc., Baltimore.
Peach and Cherry Pitters. See Fruit Pitters.

PEELING MACHINES.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

PEELING TABLES, Continuous.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Perforated Sheet Metal. See Sieves and Screens.
Picking Boxes, Baskets, etc. See Baskets.
Picking Belts and Tables. See Pea Can. Mchy.

PINEAPPLE MACHINERY.
Sprague-Sells Corp., Chicago.
Zastrow Machine Co., Baltimore.
Platform and Wagon Scales. See Scales.
Picking Belts and Tables. See Pea Machinery.
Power Presses. See Can Makers' Machinery.
Power Transmission Machinery. See Power Plant Equipment.

PRESERVERS' MACHINERY.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

PULP MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PUMPS, Air, Water, Brine, Syrup.
Ams Machine Co., Max, New York City.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.
Retort Crates. See Kettles. Process.
Rubber Stamps. See Stencils.
Saccharometers (syrup testers). See Cany. Sup.

SALT DISTRIBUTING MACHINE.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.

SEALING MACHINES, Box.
A. K. Robins & Co., Inc., Baltimore.
Fred H. Knapp Corp., Ridgewood, N. J.
Sanitary Cleaner and Cleanser. See Cleaning Compounds.
Sanitary (open top) Cans. See Cans.
Sardine Knives and Scissors. See Knives.

SCALDERS, Tomato, Etc.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Scalding and Picking Baskets. See Baskets.
Sealing Machines, Bottle. See Bottlers' Mchy.

SEEDS, Canners', All Varieties.
Associated Seed Growers, Inc., New Haven, Conn.
D. Landreth Seed Co., Bristol, Pa.
J. B. Rice Seed Co., Cambridge, N. Y.
Rogers Bros. Seed Co., Chicago.
Washburn-Wilson Seed Co., Moscow, Idaho.
Separators. See Pea Canning Mchy.
Sealing Machines, Cans. See Closing Machines.

SHEET METAL WORKING MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.

SIEVES AND SCREENS.
Huntley Mfg. Co., Brocton, N. Y.
Sinclair-Scott Co., Baltimore.

SILKING MACHINES, Corn.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Sprague-Sells Corp., Chicago.
Sorters, Pea. See Cleaning and Grading Mchy.

SPEED REGULATING DEVICES (for Machines, Belt Drives, etc.).
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Sinclair-Scott Co., Baltimore.
Supply House and General Agents. See General Agents.

STAMPERS AND MARKERS.
Ams Machine Co., Max, New York City.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Steam Jacketed Kettles. See Kettles.
Steam Retorts. See Kettles, Process.

STENCILS, Marking Pots and Brushes, Brass Checks, Rubber and Steel Type, Burning Brands, etc.
A. K. Robins & Co., Inc., Baltimore.

STIRRERS FOR KETTLES.
F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

STRING BEAN MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Burton Cook & Co., Rome, N. Y.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

SYRUPING MACHINES.
Ayars Machine Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
E. J. Judge, Alameda, Calif.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Tables, Picking. See Canners' Machinery.

TANKS, Metal.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.

TANKS, Glass Lined, Steel.
F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

TANKS, Wooden.
Sprague-Sells Corp., Chicago.

TELEPHONE, TELEGRAPH, Quick Service.
Amer. Telephone and Telegraph Co.—Everywhere.
Testers, Can. See Can Makers' Machinery.
Ticket Punches. See Stencils.

TIN PLATE.
American Sheet and Tin Plate Co., Pittsburgh.
Melingriffith Co., Cardiff, England.

TOMATO CANNING MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

TOMATO PEELING MACHINE.
A. K. Robins & Co., Inc., Baltimore.

TOMATO WASHERS.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Variable Speed Countershafts. See Speed Reg.

VINERS & HULLERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Frank Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

WAREHOUSING AND FINANCING.
Guardian Warehousing Co., Chicago.
Washers, Bottle. See Bottlers' Machinery.

WASHERS, Can and Jar.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

WASHERS, Fruit, Vegetable.
Ayars Machine Co., Salem, N. J.
Huntley Mfg. Co., Brocton, N. Y.
Scott Viner Co., Columbus, O.
Sprague-Sells Corp., Chicago.
Washing and Scalding Baskets. See Baskets.
Windmills and Water Supply Systems. See Tanks, Wood.

WRAPPERS, Corrugated, Bottle.
Hinde & Dauch Paper Co., Sandusky, Ohio.
Wrapping Machines, Can. See Labeling Mach.

WYANDOTTE, Sanitary Cleaner.
J. B. Ford Co., Wyandotte, Mich.

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